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WHA SUPERCOVER
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NEWS SUMMARY

GENERAL

Man charged in London killing
Dennis Andrew Nilson, 37, a civil servant, was last night charged with murdering Stephen Sinclair, "on or about February 1" in Muswell Hill, north London.
The charge followed the finding of the remains of three chopped-up bodies. Police investigations are continuing at a house in nearby Kilburn.
The accused man worked on the employment transfer scheme, arranging grants for people seeking work to move around the country.

Sharon quits
Israeli Defence Minister Ariel Sharon resigned but said he wanted to stay in the cabinet, probably as a minister without portfolio. Back Page.

Publishers guilty
Daily Star and Sunday Times publishers were found guilty by the High Court of contempt in pre-trial reports on Palace insider Michael Fagan.

Labour loses
The Law Lords rejected the Labour Party's attempt to block boundary changes it fears will cost it 30 parliamentary seats. Page 3.

Mercenary hopes
Seven British mercenaries jailed in Angola since 1976 could be released this year, Angolan Foreign Minister Paulo Teixeira Jorge said in London.

Shergar 'hoaxes'
Police hunting kidnapped race-horse Shergar believe telephone calls demanding a \$40,000 ransom and claiming the horse was dead were made by hoaxes.

Laker reprieve
Spanish holiday lifters threatened boycott against Sir Freddie Laker's new Skytrain Holidays company.

Nigerian warning
Nigeria said it gave advance warning to countries affected by its expulsion of 2m. aliens.

Ice-cream killing
Ice-cream salesman Michele Indelicato was jailed for life for shooting dead rival salesman Angelo Ciralo at Weymouth.

Bandit queen
Indian bandit queen Phoolan Devi, 27, will surrender to public today. "Dasu Sundari" (the beautiful hand) is wanted for murder, robbery and abetting rape.

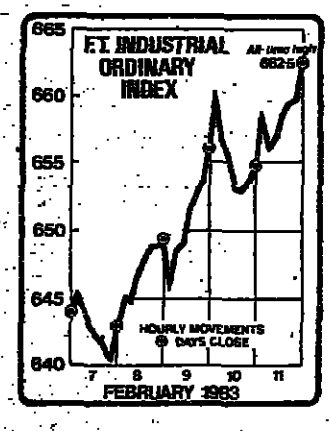
Capitol chill
Near-hazardous conditions in Washington closed the U.S. government. All but essential employees were sent home in the morning. Weather, Back Page.

Briefly
Peter Tatchell (Lab) is 2-9 favourite in the Bernersley by-election.
112 died in South African police custody last year.
Bus hit a truck north of Athens, killing 15.

BUSINESS

Ports sell-off draws £740m
ASSOCIATED BRITISH Ports share offer has been 34 times oversubscribed by the public. The Government put up 49 per cent of the shares with an official price tag of £22m and would-be investors have put up almost £740m. Back Page.

EQUITIES closed at a record high for the fourth successive week. The FT Industrial Ordinary index closed 7.7 up at 662.5. The FT Actuaries All-Share Index closed 1.1 per cent up at 413.05. Page 24.



GLTS improved, with long gains and short losses closed little changed. Page 24.

DOLLAR fell to DM 2.4025 (DM 2.4115). SwFr 2.0025 (SwFr 2.0111). FFfr 6.8125 (FFfr 6.8332) and Y24.25 (Y23.51). Its trade-weighted index was 119.1 (119.5). Page 21.

STERLING was unchanged at \$1.545, but fell to DM 3.7125 (DM 3.7275). SwFr 3.0925 (SwFr 3.111). FFfr 10.555 (FFfr 10.555) and Y36.2 (Y36.3). Its trade-weighted index was 80.9 (81). Page 21.

GOLD rose \$7 to \$503 in London. In New York the Comex February settlement was \$504.1 (503.6). Page 21.

WALL STREET was down 3.2 to 1,084.75 near the close. Page 20.

U.S. producer prices fell by a record 1 per cent in January, the steepest monthly decline since 1947. Page 2.

FRANCE lost 2.25m working days through strikes last year, a 61 per cent increase.

JAPANESE imports captured a record 35 per cent of the Canadian car market last year, European imports only 6.4 per cent.

STANDARD OIL of Indiana is understood to be close to agreeing the sale of its Italian subsidiary, Amoco Italia. Page 23.

CARRINGTON - VIVELLA chairman Bill Fieldhouse has been replaced by Vantona chairman Sir James Spooner. Page 3.

HMSO earned a return on capital comfortably above Treasury objectives in 1981-82 despite having to compete for orders from Government departments.

ROBERT M. DOUGLAS Holdings, Birmingham civil engineer, builder and contractor, fell into loss for the first time. Pre-tax losses for the half-year to September 1982 were £36,000. Page 18.

IMF subscriptions to rise by 47.5%

BY MAX WILKINSON AND ANATOLE KALETSKY

THE WORLD'S financial leaders reached a compromise agreement yesterday to raise the subscriptions to the International Monetary Fund by \$31bn after a tough late-night bargaining session in Washington on Thursday.
This was achieved after anxieties that the deal would be effectively vetoed by a group of Third World countries holding out for a much bigger increase.
The eventual compromise, at a dinner party after the formal session of the Fund's interim committee, was for a 47.5 per cent increase in quota subscriptions, the amount each member subscribes to the Fund to SDR 90bn (\$98.5bn) from SDR 61bn.
This is the same minimum

most countries thought adequate to contain the threat of a worsening debt crisis among Third World countries, and to bolster international banking confidence.
It was a compromise between an unexpectedly tough stand by the U.S. on a maximum increase to SDR 85bn, and the belief of many other countries that a new total of SDR 100bn was the minimum needed.
The increase was agreed against the background of persistent anxiety about the world economy.
The communiqué at the end of the meeting expressed "anxiety at the high level of unemployment and the weakness of investment and world trade, against the background of only limited indications of economic recovery."
It said that forecasts for growth and inflation had been downgraded since the autumn.
Yesterday's increase follows an earlier decision to extend the 10 richest nations' General Arrangements to Borrow from SDR 6.4bn to SDR 17bn. This extra money will be channelled through the fund for use of all members, instead of only the Group of Ten.
Not all this extra money will be available for lending to countries with debt or balance of payments problems, since only about half the quotas are in hard currencies available for lending.
Altogether it is estimated that the usable resources of the fund will have increased by 80 per cent, or about SDR 26bn (\$28bn) by the end of this year, when it is hoped member Governments will have ratified the increases.
This timetable would be two years in advance of that envisaged at the last interim committee meeting in Helsinki in March 1982.
Saudi Arabia has agreed to provide a further loan of between \$3bn to \$4bn to the Fund with \$1.5bn to \$2bn in a parallel arrangement with the GAB, although the exact figures had not been confirmed yesterday.
M. Jacques de Larosière, the fund's managing director, said yesterday that the IMF's usable resources would be about doubled when the Saudi contribution in parallel to the GAB was included.

The increase in quotas will not automatically mean that large debtor countries like Mexico and Argentina can apply for increased fund support.
At present members can be given assistance of up to 450 per cent of their quota. It was agreed yesterday that there should be further discussions by the Fund's executive board about reducing this figure.
It was also agreed to change the relative size of member subscriptions, and voting power to bring them more into line with their economic importance.
The UK's position will be slightly downgraded, though it will retain its position as largest subscriber after the U.S.

UK inflation rate drops to lowest level since 1969

BY ROBIN PAULEY

THE ANNUAL inflation rate fell to 4.9 per cent in January, once again beating ministers' most optimistic hopes and reaching its lowest level since September 1969.
The January figure compares with 5.4 per cent in December and 12 per cent in January last year. It is much lower than the Government or any other forecasters had predicted, largely because of persistently low commodity prices, moderated wage claims and very low profit margins, enforced by the depth of the domestic and world recessions.
In the Budget last March, the Government forecast 9 per cent inflation for the final three months of last year and as recently as the end of October Sir Geoffrey Howe, the Chancellor, was still talking in terms of it being this spring before a rate of 5 per cent was reached.
The retail price index for January was 325.9 (1974=100), an increase of 0.1 per cent on December's 325.5 and a rise of 4.9 per cent over the figure for January last year (310.6).
The rise this January was due principally to higher prices for cars, alcoholic drinks (which had registered an unexpected fall in December), and British Rail fares (up by 7 per cent on January 9).
This was countered by the last feed-in of the lower mortgage interest rates and by lower petrol prices which fell by about 5p a gallon during January. Prices for clothes and



U.S. wholesale prices fell a record 1 per cent in January—the steepest monthly decline since the Producer Price Index started in 1947. Falling energy prices helped the trend which pushed U.S. inflation last year to its lowest annual level for a decade. Page 2.

Building societies' receipts fall sharply

BY MICHAEL CASSELL AND JEREMY STONE

THE building societies yesterday reported a big drop in new savings and warned that they could soon be forced to ration mortgage funds, unless competing interest rates begin to fall.
The warning came from Mr Richard Weir, secretary-general of the Building Societies Association, who said the societies were not attracting sufficient funds to meet demand from home buyers.
Some of that demand came from bank customers who were disappointed by the bank's "change of attitude to mortgage lending".
There are, however, signs that interest rate pressures on the societies may soon begin to lessen. Slightly easier money market conditions are seen as the prelude to a possible fall in clearing bank base rates.
Mr Weir said the societies were running down their liquid funds to support high mortgage lending levels. Without a significant cut in competing interest rates, they would be under increasing pressure to ration funds to help as many borrowers as possible.
The societies are anxious to dispel fears of a return to lengthy mortgage queues involving thousands of unsatisfied customers. They emphasise that current lending is at very high levels.



Home buyers borrowed £1.42bn in January, the lowest figure since September, but the fifth highest on record. A further £1.49bn was promised to mortgage applicants.
Recent increases in competing interest rates have, however, had a marked impact on receipts and many societies are having to review their projected lending programmes.
Last month, the societies recorded net receipts of £391m, against £490m in December. This was the lowest monthly total since March 1982 and very little improvement is expected this month.
A fall of 0.27 percentage points on the Bank Rate Continued on Back Page

Acrow wins bank support

BY RAY MAUGHAN

ACROW, the cranes, excavation equipment and bridge construction specialist, has concluded negotiations with a dozen UK and overseas banks which set up "a framework to provide continuity of finance for the future".
The agreement is similar to the recent debt restructuring by Turner & Newall, the asbestos materials and construction products group, in that the banks have pledged to provide continued support in return for taking a charge over the group's assets. There is no change in the level of their loan facilities.
Mr Colin Daniels, Acrow finance director, explained yesterday that he had been unable to call on shareholders for additional equity finance because of the group's capital structure. This gives votes to only £400,000 of the ordinary capital while £15m of the equity is not enfranchised. There are no immediate plans for enfranchisement.
The agreement is with Barclays, other UK clearers involved are Williams & Glyn's, Midland and Lloyds. The restructuring has been organised by Sir Stan Carslake, head of Barclays' "intensive care unit" for corporate customers.
The agreement has been reached with Acrow's debenture and loan stock holders. The deal means in effect that the banks have a floating charge over all the group's assets.
Talks have been going on since November. Acrow, previously determined to hold its market share through the recession whatever the effect on margins and profitability, decided that the brief revival in order levels last summer would not last and further rationalisation was necessary.
Borrowings are about £55m, some 100 per cent of shareholders' funds. Some 750 redundancies have been announced since the end of March last year, principally involving the concentration of

Rank Xerox pledges to protect purchasing power of pensions

BY ERIC SHORT

RANK XEROX, the office equipment manufacturer, has become the first major quoted company to give a public assurance to its employees that their pensions will be index-linked to the inflation rate.
The index-linking will apply to current pensioners and to current pensioners and to people retiring from Rank Xerox, as well as to deferred pensions of people who leave before retirement.
Announcing the scheme yesterday, Mr Hamish Orr-Ewing, chairman of Rank Xerox, stressed that it would not be guaranteed in all circumstances. If, for example, there were a period of "hyperinflation".
The £170m Rank Xerox pension fund has 9,000 contributors, 2,500 pensioners and 2,000 deferred pensioners on its books.
Such index-linking of pensions is standard practice in public service schemes, but rare in the private sector.
The Government-commissioned Scott Report on indexation in the public sector published a year ago, recommended that private-sector pensions should try to index-link.
The latest report from the Occupational Pensions Board, which advised the Government, recommended that pensions, both in payment and deferred, be revalued to maintain their value.
A few major funds review pensions annually, and make substantial increases at or near the movement in the Retail Price Index. They include Imperial Group and Unilever.
But they maintain a low profile outside their own membership, and have not given such a specific commitment as that by Rank Xerox.
The company has in the past revalued pensions in payment on an ad hoc basis, and has maintained their purchasing power in all but two of the past 11 years.
Deferred pensions have been increased at 5 per cent a year. Under previous funding arrangements the company has had to top up the pension scheme by over £3m.

Since the latest three-yearly actuarial valuation, a good investment performance and favourable asset structure of the pension fund has resulted in the pension fund being considered financially strong enough to support these pension increases without need of support from the company.
In addition the company's contribution has been reduced from 20 1/2 per cent to 19 per cent. Members' contribution remains at 5 per cent.
The need was Mr Orr-Ewing said, to ensure that no-one had fears about the purchasing power of their pensions in the present uncertain economic environment.

£ in New York

	Feb. 10	Previous
Spot	\$1.5475-5490	\$1.5438-5445
1 month	0.20-0.25	0.27-0.32
3 months	0.70-0.65	0.64-0.59
6 months	1.00-1.10	1.15-1.00

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISERS		FALLERS	
Treas. 11pc 1980	2991 + 1	Ultramar	523 + 20
Enchanted 12pc 17 1/2	1101 + 1	CRA	245 + 12
Asco 12pc 160	+ 6	Central Norweman	633 + 40
Austin (EJ)	57 + 6	De Beers Dfd.	515 + 13
Barratt Bros	482 + 10	Driefontein	224 + 18
Buzenel Bros	26 + 4	Enterprise	234 + 1
Bowater	180 + 8	Gencor	219 + 8
Exco Int'l	610 + 48	Gold Mines Kalgoor	780 + 75
Fine Arts Depts	35 + 6	Kim Gold	2561 + 12
Kennedy Bros	190 + 12	MIM	264 + 20
Nirlum - Goldsmiths	184 + 30	Randfontein	2352 + 21
Nive (Jersey)	212 + 18	Rosenburg Plat	460 + 20
Pleasman	470 + 25	Samantha Explor	41 + 10
Reed Int'l	232 + 10	Van Reek	2511 + 21
Tate and Lyle	284 + 7	Western Mining	246 + 11
Trust Securities	91 + 13		
Woolworth	206 + 8		
BP	394 + 30		
RCA 12pc	67 + 20		

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DIVIDEND FUND Aims for a yield of at least 50% higher than that of the FT Actuaries All-Share Index. The Fund is suitable for investors needing a high and steady increasing income with prospects of capital growth as well. Indeed, the total return has been 100% since investment of £1,000 at the Fund launch was £267 in the last year.

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Launch date and price equivalent	JULY '79 50p	MAY '64 50p	APR '71 50p*	MAY '69 12 1/2p*
Price of Income* units at 9th February 1983 and estimated current gross yield	160.4p 1.13%	178.9p 7.86%	243.3p 0.82%	164.2p xtd 5.07%
Percentage change in Fund offer price since launch date	+201%	+254%	+387%*	+1,214%*
Percentage change in FT Ordinary Index over same period	+28%†	+87%	-226%*	+56%

*Accumulation units chosen for Recovery and Japan and General have income units over and above the Fund units. N.B. Index % change takes no account of reinvested income. **The New Treasury Index. †Over Jones Industrial Index.

Prices and yields appear daily in the FT. *A share charge of 5% is included in the offer price. An initial charge of 1% of each unit's value, plus 1% is deducted from income units. **A "speculative" policy which has proved outstandingly successful in the past. Losses must be expected when a company fails to recover but the effect of a turnaround can be dramatic. Trustees: Barclays Bank, Trust Co. Limited. Distribution dates (income units only): 20th February and 20th August, next distribution date for new investors: 20th August 1983.

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AMERICAN RECOVERY	DIVIDEND	JAPAN AND GENERAL	RECOVERY
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Opec rift deepened by price cut resistance

BY ROGER MATTHEWS AND MICHAEL HOLMAN

THE BATTLE lines within the Organisation of Petroleum Exporting Countries (Opec) were drawn more sharply yesterday, with Venezuela and Iran both opposing Saudi Arabia's call for a cut in the reference price of \$34 a barrel.

Mr Abas Honardost, the Iranian Deputy Oil Minister, said Opec members would gain no advantage by reducing their prices. "We are going to continue to support Venezuela and the others which want to keep firm the oil market price of \$34."

Sr Humberto Calderon Bert, the Venezuelan Oil Minister, denied Saudi Arabia's claim that a price cut would stimulate demand for oil. He said that the suggested cut would have

only a marginal effect and that Opec should aim to resolve the arguments over differentials, which had been partly responsible for the failure of the Opec meeting in Geneva last month.

However, a senior Gulf diplomat said in London yesterday that the old yardsticks of supply and demand were now irrelevant to the price of oil. "Oil has become an arm of war. The logic of war prevails over the logic of economics," he said.

This was a reference to Iran's vigorous undercutting of Opec's agreed prices in order to finance its war against Iraq, and its attempt to break the dominant influence of Saudi Arabia within the organisation.

Sheikh Ahmed Zaki Yamani, the Saudi Oil Minister, said in

an interview yesterday that the kingdom had lost patience with Opec members who acted only in their own short-term interests. Saudi Arabia would no longer defend the \$34 benchmark and, he thought, a fall in price was inevitable.

Nigerian oil production this month might average a little more than 700,000 barrels a day (b/d) if the current level of liftings were to be maintained, industry officials in Lagos said last night. If so, February would be the second successive month in which output had fallen.

January production was put at 800,000 b/d down from 1.2m b/d in December.

Mallam Yahya Dikko, oil adviser to President Shugu Shagari and the Opec president, has

been in London this week for the last of a series of meetings with oil companies in the U.S. and Europe, during which he has been reviewing Nigeria's long-term strategy.

If the British National Oil Corporation (BNOC) were to reduce the price of North Sea oil, as expected, Nigeria would come under intense pressure to cut the price of its oil.

Libya has been sounding out Opec members this week about another meeting to resolve their differences, according to Sr Gustavo Galindo, the Ecuadorian Oil Minister.

Ecuador insisted yesterday that it had not yielded to pressure from customers to cut prices and break ranks with Opec.



Sr Humberto Calderon

Tension in Spain over Moroccan land claim

By David White in Madrid

Spain's socialist Government is doing its best to pacify angry reactions to the build-up of pressure behind Morocco's claims to Ceuta and Melilla, the Spanish enclave towns in North Africa.

Sr Felipe Gonzalez, the Prime Minister, appealed to Spaniards to keep calm after a motion backing Morocco was unanimously approved by a 14-nation meeting of Arab parliamentarians in Rabat.

The motion calls on Spain to negotiate immediately on handing over the two towns. The issue, a highly sensitive one among the Spanish military, is directly linked by Morocco to Spain's claim to sovereignty over Gibraltar.

Dispute over NY subway cars ends

THE bitter trade dispute over New York's purchase of Canadian-built subway cars has come to an end following an undertaking by the City's metropolitan transportation authority (MTA) not to buy any more foreign built rail cars for a period of three years, Richard Lambert reports from New York.

In return, a group of trade unions has agreed to withdraw a petition with the U.S. trade authorities which could have led to the imposition of substantial countervailing duties on the MTA.

U.S. Congress backs war crime probe

THE RETURN of former Nazi Klaus Barbie to France has prompted a major new congressional investigation into war criminals in the U.S., Reuter reports from Washington.

A member of the congressional investigating committee said it may probe whether U.S. officials have lied and covered up information about war criminals.

Namibia talks hopes

ANGOLA'S Foreign Minister, Mr Paulo Jorge, yesterday raised the possibility of a further meeting with South Africa to discuss a settlement in South West Africa (Namibia) but repeated his Government's refusal to link withdrawal of Cuban troops from Angola to the negotiations, Michael Holman writes.

The Minister was speaking at a press conference in London.

EC textile protest

WEST GERMANY'S textile industry has formally protested to the European Community Commission against what it estimates to be DM 230m (\$1.7m) worth of unfair state subsidies given to its Italian competitors, AP-DJ reports from Frankfurt.

Detente groups plan

THE MADRID European security review conference agreed yesterday to establish six working groups to negotiate a final document on east-west detente in Europe, Reuter reports from Madrid.

Record 1% fall for U.S. wholesale price index in January

BY ANATOLE KALETSKY IN WASHINGTON

U.S. wholesale prices plunged by a record 1 per cent in January as falling energy prices helped maintain the momentum that had already pushed inflation in 1982 down to its lowest annual level for a decade.

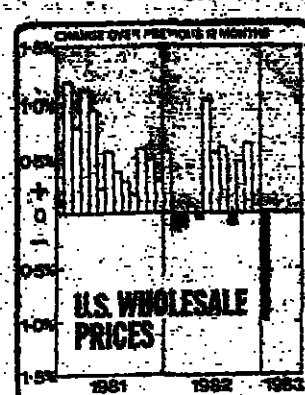
The 1 per cent fall in the January wholesale price index, announced yesterday by the U.S. Labor Department, was the steepest monthly decline since the index was introduced in 1947. It follows increases of 0.5 per cent in December and 0.6 per cent in November.

The drop, which was reflected in falling prices in most sectors of the economy, should help counteract some of the pessimism about inflationary prospects, expressed recently by monetarist economists and analysts in Wall Street.

It is particularly welcome news for Mr Paul Volcker, chairman of the Federal Reserve Board, who will appear on Wednesday before the Senate to announce and justify the Fed's 1983 monetary targets. The Fed is expected to stick with what are its main targets — 9 per cent growth in the broader money measures, M2 and M3.

But Mr Volcker will be able to argue that the fall in inflation has left more headroom than might have been expected for real economic growth within these targets.

The Fed is gradually shifting its focus towards a much broader monetary guideline — the rate of growth of nominal



gross national product. Under a policy geared towards nominal GNP growth, success in reducing inflation could lead directly towards a more stimulative attitude towards real economic growth.

The Fed will have much more room for manoeuvre in stimulating an economic recovery if January's wholesale price figures are followed by further good news on consumer prices, and if the inflationary expectations which have been building up in the money markets as a result of the past few months' very rapid growth in the narrower measures of money supply are revealed.

The biggest single factor in January's wholesale price decline was a 4.2 per cent fall in energy prices. But finished consumer goods, capital equipment, intermediate goods and crude goods, other than food, also fell in price.

Reagan proposes \$4.3bn job-creation package

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

PRESIDENT Ronald Reagan has conceded to Congressional pressure by offering a \$4.3bn (£2.5bn) programme to create jobs and provide "humanitarian relief" for the unemployed.

The offer was hailed as a major concession by Democrats, who have been pressing for Government funds to help those worst hit by recession. They claimed the package contained a number of measures they have long been pressing for and that Mr Reagan has "so far resisted".

Mr Tip O'Neill, the Democratic Speaker of the House of Representatives, welcomed the White House proposal put forward at a private meeting on Capitol Hill on Thursday

night as "progress in meeting the country's economic emergency." Final details, however, remained to be worked out in the next few days.

The White House insisted Mr Reagan had not abandoned his long-standing opposition to what he regards as deceptive "make-work" Government programmes.

Mr Reagan yesterday maintained his position that most of the new jobs would be created by accelerating "things that are already in the budget".

The package is believed to include funds to provide food and shelter to the needy and homeless, and the acceleration of federal construction projects which Mr Reagan has already promised.

Foreign cars take 36% of market in France

BY DAVID HOUSEGO IN PARIS

THE FRENCH motor industry received another damaging setback last month when cars manufactured abroad captured 36 per cent of the domestic market.

This is much more than the average of 30 per cent last year. The record is 40 per cent, reached last mid-summer.

The sharpest loss in market share was experienced by Renault, which saw its sales

drop by 16.5 per cent from those of January 1982. Citroën (part of the Peugeot group) suffered a loss of 8.5 per cent. By contrast, Peugeot itself benefited from a sharp recovery in sales of 15 per cent, and Talbot (also part of Peugeot), of 5 per cent.

Total car sales in France in January, reached 148,659, or about 10 per cent more than those of January last year.

Poll test for S. African right wing in Transvaal

By J. D. F. Jones in Johannesburg

THE strength of South Africa's right-wing Conservative Party, which broke away from the ruling National Party last year in protest against the reform of apartheid, is to be tested in three simultaneous by-elections in the Transvaal.

This is the result of an apparently unplanned challenge issued in Parliamentary debate this week by Mr Fanie Botha, Minister of Manpower, leader of the House and one of the most powerful and committed reformists in the government.

He offered to resign his seat in the northern Transvaal and submit the Government's policies to the test of a by-election on condition that the leader of the Conservative Party, the former cabinet minister Dr Andries Treurnicht, did the same.

Provided that simultaneous resignations can be organised, the result will be a test of the electorate's attitude towards Government reform and right-wing opposition. It could settle the fate of the Conservative Party or, alternatively, prove a devastating setback for the Government.

However, if the extreme right-wing Herstigte Nasionale Party (HNP) fields candidates, it could critically divide the right-wing vote and ensure victory for the Government.

Dr Treurnicht's Conservative Party has recently been talking with the HNP about an electoral alliance, though without apparent success. But the HNP can now expect to come under renewed persuasion to stand aside.

There will be by-elections before late April.

● In Dr Treurnicht's constituency of Waterberg, in the bushveld farms of north-eastern Transvaal where Dr Treurnicht as a National Party MP held the seat in 1981 against the leader of the HNP, Mr Jaap Marais.

● In Mr Fanie Botha's constituency of Soutpansberg, in the far north, where he will be challenged by Dr Treurnicht's first lieutenant, Mr Tom Langley.

● In the Pretoria constituency of Waterkloof, which Mr Langley won in 1981 on a National Party ticket. He is resigning to fight Mr Botha in Soutpansberg.

Kyprianou tipped to retain Cyprus presidency

BY HADJI PAPAS IN NICOSIA

SOME 328,000 Cypriots go to the polls tomorrow to choose a President and most observers agree there is little doubt the incumbent head of state, Mr Spyros Kyprianou, will be elected to a new five year term.

According to an opinion poll conducted recently, President Kyprianou, 50, is expected to win about 54 per cent of the votes, the majority of them from the powerful Communist Party Akel.

His main rival, right-wing politician and former acting president, Mr Glafkos Clerides, 63, is tipped to poll about 34

per cent. The third candidate, Dr Vassos Lyssarides, 62, the Socialist party leader is expected to gain about 12 per cent.

Mr Kyprianou needs 50 per cent plus one vote to avoid a second-round confrontation with his nearest challenger. Most observers believe he will win outright.

Mr Kyprianou's centre-right Democratic Party (DIKO) formed an electoral alliance with Akel last April, which strained his relations with Greece's Socialist Premier, Mr Andreas Papandreu, but which

assured him another term in office.

Under this pact, Mr Kyprianou pledged to continue talks with the Turkish Cypriots for a peace settlement along the lines of a federal Cyprus republic, even though the eight-year-old negotiations have not made any progress so far.

Both Mr Clerides and Dr Lyssarides support the position of Mr Papandreu who says it is futile to continue with inter-communal talks. They argue the talks cannot produce results as long as Turkish troops which invaded Cyprus in 1974 con-

tinue to occupy 37 per cent of the island.

President Kyprianou has stressed in his campaign that Greek Cypriots have enjoyed economic prosperity and stability during the past five years of his administration.

Mr Clerides has argued that Mr Kyprianou has become a virtual prisoner of the Communists, and that the election of a Cyprus President with the help of Communist votes would anger the West and discourage the U.S. from taking any effective action to force Turkey to withdraw its troops

Canada signs arms testing pact

BY JIM RUSK IN OTTAWA

CANADA has signed a five-year agreement with the U.S. on weapons testing that could lead to the Cruise missile guided system being tested over Canadian territory. Testing of weapons systems which could include artillery, helicopters and advanced non-nuclear munitions as well as the Cruise missile would be subject to sub-agreements.

Mr Allan MacEachen, Canadian External Affairs Minister announced that the agreement had been signed in Washington on Thursday, and linked the proposed testing of

Cruise to progress at the Geneva arms control negotiations.

Mr MacEachen did not rule out the possibility of Canada vetoing Cruise missile testing over its territory if it felt that Washington was not doing enough to ensure success in the talks.

Opposition to testing the missile in Canada has been growing. A recent poll indicated that 52 per cent of Canadians are against the proposal. Anti-testing groups now plan to use the sub-agreement negotiating

period to step up their protests, which have included demonstrations in front of Parliament and at the Toronto offices of the governing Liberal party.

At Canada's insistence, the umbrella agreement includes a clause specifying that missiles would be unarmed. The Pentagon wants to test the missiles at large Canadian forces weapons testing range in western Canada. The terrain is similar to that in the western part of the Soviet Union, and cold-weather tests would be possible.



Mr Allan MacEachen

FitzGerald under pressure over abortion amendment

BY BRENDAN KEAMAN IN DUBLIN

IRISH POLITICS may be dominated in the next few weeks by the footwork of Dr Garret FitzGerald, the Prime Minister, trying to avoid the consequences of a proposed amendment to the constitution, which would ban abortion.

The issue is especially serious for Dr FitzGerald. He has made reform of the Irish constitution a key plank in his Northern Ireland policy, claiming that it has a pro-Catholic bias which impedes political progress.

But the amendment, which he promised to support, is promoted by a mainly Roman Catholic pressure group, and has been opposed in an unusually forthright manner by

the main Protestant churches. If Dr FitzGerald were to fail to find a way out, his efforts to change the constitution would retain little credibility with Ulster Unionists or the British.

"The amendment betrays Dr FitzGerald's commitment," said Rev Desmond Gilliland, a leading Methodist clergyman here. "It will now be much harder to secularise this state."

Abortion is illegal in the Republic, under an act similar to that which applied in Britain before 1967. But many Irish laws have been overturned by an interventionist Supreme Court. The amendment is intended to prevent any overturn of the abortion laws,

Belgium ends delay over purchase of F-16s

BY GILES MERRITT IN BRUSSELS

THE DOUBTS which have surrounded the Belgian government's commitment to buy a new generation of F-16 fighter aircraft from General Dynamics Corporation of the U.S. have been dispelled by an official announcement in Brussels that the contract now has the go-ahead.

Belgium's delay over the past year in signing the BFRs 42bn (\$568m) deal for 44 aircraft with the U.S. has stemmed from internal rivalries over where the promised 46 per cent Belgian content of the F-16 programme should be produced.

The long-established Belgian aerospace industry is in the southern, francophone region of Wallonia, but there has been strong pressure from the northern, Flemish-speaking region of Flanders for a greater proportion of the work to be placed

with the companies grouped in the region's comparatively new Flemish Aerospace Group—a consortium known as Flag, which is seeking a big redistribution of all aircraft production work in Belgium.

The impasse over the F-16 sub-contracts has been resolved with an agreement that the Flag companies should receive a substantial proportion of the work.

More than 200 European trade union leaders are to attend a meeting in Brussels next month, which will run parallel to the European Council meeting of EEC heads of government on March 21 and 22. This will be to draw attention to the worsening unemployment in the EEC, and was decided here yesterday during a one-day demonstration by more than 4,000 activists.

Romanian production shortfall

By Leslie Collett in Berlin

ROMANIAN INDUSTRIAL production last year again fell short of its target, rising 3.3 per cent over 1981 instead of a planned 4.7 per cent. The increase in 1981 was 2.6 per cent compared with a target of 7 per cent growth.

Romania hopes to achieve industrial growth of 8 per cent this year.

The statistical office in Bucharest said oil production last year was 17.7m tonnes or 800,000 tonnes short of the target. This reflected the inability to boost production from mature fields. Crude oil production this year is to reach 13.5m tonnes.

Coal production last year was 6.1m tonnes below target, a serious shortfall as coal is to replace oil in power stations and industries. Coal production this year is estimated to have been some 51m tonnes.

Romania's grain harvest last year was a record 22.3m tonnes but fell short of the 24m tonne target. Meat production at nearly 1m tonnes was about half of the goal.

President Nicolae Ceausescu recently urged Romanians to reduce their calorie intake. He said it was 20 per cent above international norms.

Romania's foreign trade last year showed a surplus of \$1.8bn, according to the statistical office which said it would help reduce Romania's foreign debt of some \$10bn.

Leslie Collett on East German promotion of a protestant's anniversary

An indulgence in Martin Luther

EAST GERMANY'S celebration this year of the 500th anniversary of Martin Luther's birth—overshadowed only by the centennial of Karl Marx's death—highlights the Protestant Church's growing political importance.

President Erich Honecker has now gone so far as to praise Luther as one of the German peoples' "greatest sons" as part of a strategy to claim leading figures of German history as East Germany's own.

At the same time, he is making a deliberate bid to woo the Church away from the unofficial peace movement which has sprung up among younger pastors.

Luther was born and died in what is now East Germany. But post-war East Germany history books called the leader of the Protestant Reformation a "servant of princes" and "traitor to the peasants" for his opposition to the Peasants' War of his time.

Now, Herr Honecker speaks glowingly of the Reformation as a "bourgeois revolution" and of Luther as "one of the most important humanists striving for a just world."

Such an appraisal would have been impossible before Herr Honecker's 1978 truce with the leaders of the East German Protestant Church, whose members total more than 6m, or triple the number of Communist Party members.

The Protestant and Catholic Churches are the only institutions in East Germany to be independent of the Communist Party. They enjoy greater freedom than in other Communist countries apart from Poland and Hungary.



Germany. West German cities, too, are marking Luther's anniversary.

Nuremberg, the first German city to introduce the Reformation, will hold a major Luther exhibition beginning in June, while Augsburg, Coburg, and Worms, where the edict was issued, will also have exhibitions. "His books are to be eradicated from human memory," will be the scene of important exhibits.

The Protestant Church in East Germany will commemorate Luther Day on May 4 at Wartburg Castle, with a service to which Catholic representatives have been invited. Bishop Werner Leich, chairman of the Protestant Church's Luther Committee, said controversial themes will not be avoided, including "Luther's attitude toward Jews."

The East German Church will also hold regional church conferences under the theme, "Daring to Trust," at which one certain topic will be how far the East German Church should go in supporting the growing number of young people refusing to do military service.

Another will be the question of whether the Church in East Germany, as younger pastors demand, should step up its attacks on Soviet, as well as U.S., nuclear "missiles" in Europe. Any such moves by the Church would inevitably badly sour church-state relations. Martin Luther notwithstanding.

Television stations in East and West Germany have prepared a series on Luther's life and not to be wholly outdone by East



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UK NEWS

Another underwriter sues over dismissal

By John Moore, City Correspondent

ANOTHER underwriter sacked by the Lloyd's insurance interests of Minet Holdings, the troubled insurance broker, is suing a Minet subsidiary for wrongful dismissal.

A statement issued yesterday by lawyers for the "sacked" underwriter, Mr Adrian Hardman, said he had "issued proceedings in the High Court against his former employers, PCW Underwriting Agencies (part of the Minet Holdings group). Mr Hardman is claiming damages for breach of contract against PCW Underwriting Agencies alleging that they summarily and wrongfully dismissed him from his employment as a marine underwriter."

Earlier this week Mr David Babington Hill, a marine underwriter who was sacked with Mr Hardman last December, also took legal action against PCW claiming wrongful dismissal and damages.

The dismissals came when the two former underwriters and four other senior Minet staff, including Mr John Wallrock, the former chairman, faced allegations that they personally benefited from reinsurance transactions carried out by Lloyd's syndicates under the management of Minet companies.

In the wake of the scandal, about 150 of the 1,800 members of the Lloyd's underwriting syndicates under the management of Minet PCW agency company decided to leave the group and seek new management for their affairs at Lloyd's.

Mr Wallrock was forced to resign from the group after he admitted that he personally benefited from reinsurance transactions carried out by the syndicate.

No details were given yesterday about Mr Hardman's length of contract when he was dismissed.

Mr Hill had a 12-year contract with the PCW agency commencing from June 1980. When he was dismissed from the group, he was earning £82,500 a year, with a personal share in the agency's profit commission worth £17,632.

Golf course builder faces liquidation

By Terry Byland

Allis Thomas Golf Construction, a private company formed 10 years ago by golfing stars Peter Allis and Dave Thomas, faces almost certain liquidation on Monday following a petition from its creditors.

The company, which specialised in the design and construction of golf courses, said the collapse was caused by the failure of projects in Japan and Spain.

The petition was made by a group of small UK creditors, seeking payment of debts of £3,000.

Allis Thomas, based in Rose-borough, Hampshire, has been involved in several projects in the U.K., including a plan to build the London Open Golf and Industrial Mall next to Heathrow airport. It also helped to build a golf course at the West Midlands headquarters of the Professional Golfers Association.

Neither Mr Allis nor Mr Thomas was available for comment yesterday but the company said through its solicitors that its problems would have been overcome "if some creditors had been willing to wait." It had been trying to sell assets and, given time, would have been able to satisfy all current creditors.

The company said the specialist nature of its business meant it was restricted to a few clients in any one year and the failure of two big projects caused "severe cash problems."

The company's most recent venture was the construction of the Old Thorn Golf and Country Club in Hampshire, a joint venture with Mr Ken Wood, founder of the food mixer company.

British Steel

IN yesterday's early editions, the assertion that Mr Ian MacGregor was eager to administer the same harsh medicine to the National Coal Board that he has applied to the British Steel Corporation was attributed to an error to a spokesman for Mr MacGregor.

Pub food sales

OUR FEBRUARY 10 report of a boom in pub food sales was drawn from Egon Ronay's *Balmer Pub Guide, 1983*, not the *Good Pub Guide*.

Labour plea on boundaries rejected

By Raymond Hughes and Peter Riddell

THE Labour Party yesterday lost its last chance of blocking changes in the boundaries of English parliamentary constituencies, which will cost Labour about 30 seats at the next General Election, it is estimated.

Five Law Lords decided there were no grounds for allowing Labour to challenge the Court of Appeal's refusal last month to stop the Boundary Commission for England submitting its report. This proposed that the Home Secretary implement the changes.

After listening to Labour's counsel for 70 minutes, and without calling on the Commission's counsel to reply, the Law Lords took only 10 minutes to decide to refuse Labour's leave to appeal.

Lord Diplock said that they had recognised the great public importance of the case and therefore sat as an appeal committee of five instead of the usual three judges.

They were unanimous that no arguable ground had been shown to suggest that an appeal could possibly succeed.

The case had been brought by Mr Michael Foot, Mr Michael Cocks, Labour's Chief Whip, Mr James Mortimer, the party's general secretary, and Mr David Hughes, the national agent.

Their argument that the Commission misdirected itself and did not do its duty reasonably in accordance with the House of Commons (Redistribution of Seats) Act, was rejected by two judges in the Queen's Bench Divisional Court last December

and by three Appeal Court judges last month.

The Labour leaders have been ordered to pay the costs of all the hearings, unofficially estimated at about £75,000.

The Law Lords' ruling has opened up the Prime Minister's options on election timing.

Although a statement from Labour yesterday hinted that it might try to delay implementation of the changes by prolonging the debate in Parliament, on the Commission's report, it is likely that the administrative work could be completed in time for a summer election.

There is, however, no indication that Mrs Thatcher has changed her mind about preferring a later date. She will probably not review the position again until after the local elections in early May.

A sizeable and growing group of back-benchers and junior ministers favour a summer election to avoid losing the party's opinion poll lead. But several cabinet ministers still believe October is preferable.

Foot pledges more leeway for local councils

By Peter Riddell, Political Editor

THE LABOUR PARTY plans legislation to free local authorities from many central government controls and to allow them to expand their services.

Mr Michael Foot, the Labour leader, said at the Labour local government conference in Portsmouth last night, that the party would publish its campaign guide in a week or two, setting out its programme and priorities.

Mr Foot said the party would announce pledges to increase and simplify grants, to free councillors from the threat of surcharge, to expand social services, education and council housing, to freeze council rents for a year and to restore full local authority control over transport.

Speaking at the same conference, Mr Gerald Kaufman, the shadow Environment Secretary,

promised action to remove restrictions on council's direct labour organisations and to allow them a wider scope to tender for work in the private sector as well as for local authorities generally.

Mr Kaufman also promised to repeal the existing legislation on local authority financing which allows the Government to impose ceilings on local spending, while there would be no more enterprise zones.

In another weekend speech, Mr Brynmor John, the Labour Social Security spokesman, called for a £2-a-week increase in child benefit in the Budget, as well as a pledge that there would be no claw-back from pensions and other benefits. He also urged the restoration of the 5 per cent cut in the real value of unemployment benefit.

Speaking in the Midlands yesterday, Mr Roy Hattersley, the

shadow Home Secretary, attacked the Government's proposed civil defence regulations which are based on the consultative document published last October.

He said Labour would vote against these regulations partly because they imposed obligations on councils which they would be unable to fulfil and which could be discharged only at enormous cost while further eroding local democracy.

Dr Rhodes Boyson, the Under-Secretary of State for Education, said last night that there seemed to be "a growing left-wing plot" in some Labour-controlled authorities to destroy excellence and order in schools.

Presumably, the aim was to create decline, despondency and chaos which could be used to facilitate a Marxist take-over of British society, he said.

Mining Supplies chief resigns

By Ray Maughan

MR ARTHUR SNIPE resigned yesterday as chairman and managing director of Doncaster-based Mining Supplies, the company he founded 13 years ago, following "certain irregularities" which have come to light in a VAT investigation.

Undisclosed sales have been put by the VAT office at £700,000 — "the proceeds of which were not accounted for to the group."

An investigation by the company's auditors, Coopers & Lybrand, started but it will be some time before the amount is established.

They are not thought to exceed £700,000 by much but an assurance has been given to the company that "full restitution will be made." Meanwhile, £560,000 has already been received on account.

Mr Snipe has assured the board neither he nor his family has any intention of selling part of their substantial holding in the company.

In the accounts for the year to May 1 last year, Mr Snipe was shown as holding 38 per cent of the equity.

The only other shareholder with a 5 per cent stake or more was Mr Michael Bell who takes over as managing director. It is understood Mr Bell has been in line for the post.

The chairman's post will be taken by Mr Ken Blair, a director of Pegler-Hattersley, who is generally credited with the strong performance of Pegler's plumbing fittings and valve divisions.

Mining Supplies had achieved strong unbroken growth for several years until it acquired Laurence Scott, an electric motors group, which dragged the company into a £715,000 pre-tax loss last year.

Results, Page 18

Fieldhouse removed as chairman of Carrington-Viyella

By Anthony Moreton, Textiles Correspondent

VANTONA yesterday stripped Mr Bill Fieldhouse of the chairmanship of Carrington-Viyella, the textile group it acquired on Wednesday.

Sir James Spooner, Vantona chairman, was appointed in his place at a board meeting.

The original intention was that, following the two companies' capital reconstruction after the merger, Mr Fieldhouse would become executive deputy chairman of the group, to be called Vantona-Viyella, as well as chairman of CV, the main operating arm.

Mr Fieldhouse remains a non-executive member of the Carrington-Viyella board, a role he will assume on Vantona-Viyella when it comes into existence.

None of the parties would comment on the change last night. Sir James Spooner would only say that Mr Fieldhouse "has now given up all his executive positions within the combined group and I have taken over from him."

The question of compensation for Mr Fieldhouse "will be dealt with by his lawyers and the company's lawyers."

Mr Fieldhouse was instrumental in bringing the two companies together in talks which began last April.

It was his service contract that led to the break. He had a service agreement with CV giving him a salary of £75,000 a year terminable on five years' notice. This contract began on July 2, after the talks with Vantona started.

It stipulated that if there was a disagreement between himself and Vantona during the first two years of the merger which could not be resolved to his satisfaction he would be entitled to treat this as a repudiation of the contract.

The Post Office Pension Fund



Bill Fieldhouse: service contract led to break

and other institutions were angered by this clause as they considered it gave him the right to collect £375,000 as a golden handshake.

Their anger was compounded by the revelation last month that Mr Fieldhouse had received what is thought to be the largest award made in Britain when a year ago he left Letraset, where he had been chairman.

Mr Fieldhouse has always refused to confirm the actual figure, but he is believed to have received some £700,000 for loss of office when Esselte, the Swedish group, took over Letraset.

Sir James Spooner commented then that the news of Mr Fieldhouse's deal with Vantona came as a great surprise to him.

Civil Service cut to 17-year low

By Ivor Owen

THE NUMBER of civil servants has been reduced to 552,500—the lowest for 17 years—Mr Barney Hayhoe, Treasury Minister of State, announced in the House of Commons yesterday.

He told MPs that the Government expects to secure a further reduction to 530,000 by April next year, thus fulfilling its plan to cut the Civil Service to its smallest since the Second World War.

The number of civil servants had been reduced by 11 per cent since the Government took office, leading to a saving of some £600m in the annual pay bill, Mr Hayhoe said.

He insisted that although Lord Rayner, an executive of Marks & Spencer, would no longer be leading the drive against inefficiency in Whitehall, there would be no let-up in the Government's determination to improve the performance of the Civil Service.

In spite of pressure from Mr Tim Sagar (Con, Enfield North), Mr Hayhoe ruled out suggestions that the Treasury and the Management and Personnel Office should, if necessary, be able to go over the heads of departmental ministers and conduct efficiency audits in any part of the Government machine.

He argued that although the collective responsibility of the Cabinet for certain matters was powerful, nothing could be allowed to interfere with the doctrine that each minister was answerable to parliament for his own department.

He instanced the financial management initiative, centrally co-ordinated efficiency exercises and joint central departmental exercises covering staff inspection and effectiveness reviews as evidence of the legitimate interest taken by the Treasury and the Management and Personnel Office in the quality of departmental management.

Co-op buys five stores from BAT

By Charles Batchelor

BAT STORES, the retailing arm of BAT Industries, yesterday sold five of its Mainstop stores to the Co-operative Wholesale Society (CWS) for £14.1m. It expects to complete the sale of the remaining six or so stores, probably to a single buyer, in the next few weeks.

BAT, which has extensive tobacco, paper and packaging interests, set out to establish a chain of 55 Mainstop superstores three years ago, but was unable to find enough suitable sites. Last November it announced plans to sell off some of the stores and integrate

the rest within its 450-strong International Stores chain.

The latest sale involves stores in Gosport, Hampshire; Nottingham; Orpington, Kent; Peterborough; Cambridgeshire; and Rugby, Warwickshire. They have a combined selling space of 160,000 sq ft.

The Mainstop range was 70 per cent food items. The stores are being sold where they duplicate existing International Stores outlets.

The CWS said it had negotiated with BAT on behalf of several individual retail co-ops, each of which may later buy or

lease the stores.

"The addition of these five major outlets brings the number of Co-op superstores to 50," said Mr Dennis Landau, CWS chief executive. "These stores will be operated by Co-op societies from next Monday."

The Co-op will retain the present workforce. The group is Britain's largest food retailer with annual sales of more than £3bn.

BAT earlier announced the sale of three stores to William Morrison, the Bradford supermarket group, for £3.9m, and of another store to Hillards of Bolton.

Chemical Bank moves into new centre at Cardiff

By Robin Reeves, Welsh Correspondent

CHEMICAL BANK'S new Cardiff operations centre, which will be responsible for a large part of the U.S. bank's operations in Britain, was formally opened yesterday.

About £3.5m has been invested in an advanced network on data and telecommunications technology, linking the centre to the main trading and marketing functions, which remain in London.

The 79,000 sq ft of office space in the centre of Cardiff, at a reported rent of £5.35 a sq ft, will permit the bank, sixth largest in the U.S., to reduce the growing cost of rent and rates in London.

Mr Robert Gallender, Chemical Bank's executive senior vice-president, said the decision to move to Cardiff was "a major change for the bank and a

potentially significant signpost for many other industries in the future."

The choice came after a study of more than 20 towns in England and Wales.

Mr Nicholas Edwards, Welsh Secretary of State, described the bank's arrival as an important landmark in the transformation of the economy of Cardiff and Wales. It was the first major financial group to move into Wales, he said.

About 250 staff have been recruited, 150 locally. The number is due eventually to rise to 400.

● The National Giro Bank at Bootle, Merseyside, is to make 200 of its staff redundant, 90 per cent of them women workers aged over 61. Those who have been offered severance pay have until October to make a final decision.

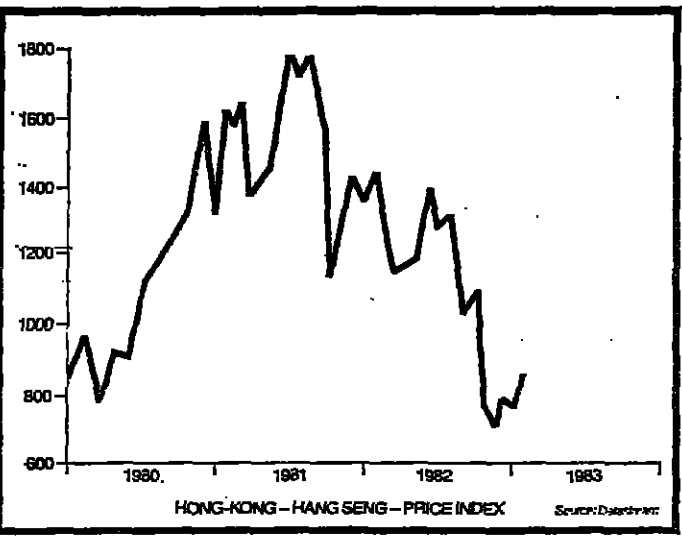
Whitbread to close brewery in Portsmouth

THE 200-year-old Whitbread Wesssex Brewery in Portsmouth will close in September with the loss of 123 jobs. A decline in national sales of beer in the last two years is blamed. The company will still employ 200 people in administration and distribution.

The Transport and General Workers' Union, representing the production staff, said the company had reneged on an eight-week-old agreement to consult workers before redundancies or changes were made.

Mr Alex Hodder, a union representative, said there would be a meeting with the management.

"We are making every attempt to save the jobs," Mr Ron Worland, managing director said. "The problem we face is that we have been able to produce more beer than we are selling."



HONG KONG - HANG SENG - PRICE INDEX

Hong Kong's Growth Experience

Over the past decade the Hong Kong economy has been one of the most dynamic in the world of South East Asia, an area noted for its outstanding economic growth.

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companies are reporting full order books.

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PORTFOLIO PROFILE

Sector	Percentage	Sector	Percentage
Trading Houses	17%	Utilities	14%
Property (Retail)	16%	Industrial and Electronic	8%
Banking and Finance	15%	Sleeping	6%
Property Development	15%	CASH	92%
& Construction			100%

increased growth in America, Hong Kong will benefit considerably from any economic upturn in what is its major export market.

In political terms, there is a growing feeling that China wishes to reach an equitable agreement sooner rather than later which will enable Hong Kong to maintain its position as an important

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Heathrow terminal plan attacked

By Michael Donne
Aerospace Correspondent

DEVELOPMENT of a fifth passenger terminal at London's Heathrow airport in the late 1980s would create immense difficulties for the British Airports Authority and the airlines in trying to keep within the Government's planned ceiling of 275,000 aircraft movements a year to and from the airport, according to the BAA.

The ceiling is to take effect in 1985 when Terminal Four, now under construction, becomes operational. Its aim is to keep environmental noise and pollution nuisance to residents round Heathrow to a minimum.

Terminal Four, approved after a long public planning inquiry, is intended to raise the number of passengers passing through the airport from the present 30m to about 38m a year. But the BAA says a fifth passenger terminal at Heathrow, designed to cater for another 15m passengers a year, would put severe strains on the Government's ceiling of permitted aircraft movements.

Mr D. M. G. King, BAA's director of Heathrow, suggests evidence submitted to the public planning inquiry into the proposed fifth terminal that even with Terminal Four and a maximum of 38m passengers a year the problems of trying to cope within the 275,000 ceiling would be almost overwhelming. It would be virtually impossible to try to move 55m passengers a year through the airport with the same ceiling.

Although the use of larger aircraft would help the airlines keep within the ceiling, there would still be difficulties in finding enough landing and take-off timeslots during the day for all the aircraft involved. Heathrow already suffers from the problem of an acute shortage of space, Mr King says. "At certain hours it is at capacity, and there is a delicate balance between satisfying the demands of airlines and maintaining acceptable service levels. At specific hours, the demand is now greater than can be met."

It is the BAA's objective, he says, to ensure that the problem does not get any worse.

U.S. lessons 'will benefit Sizewell'

BY A SPECIAL CORRESPONDENT

THE LESSONS which emerged from the Three Mile Island accident in the U.S. have been taken into account in plans for Britain's first pressurised water reactor (PWR) power station, the Sizewell B inquiry was told yesterday.

Mr John Harrison, head of new projects in the Central Electricity Generating Board's health and safety department, said that following the 1979 accident an "action plan" had been drawn up by the U.S. Nuclear Regulatory Commission, the equivalent of Britain's Nuclear Installations Inspectorate.

The accident had undoubtedly been very serious in terms of reactor damage, cost and the risks involved in the

clean-up operations, but the public had not been harmed. While the design of the Three Mile Island PWR was very different from Sizewell B, the CEGB and the National Nuclear Corporation had applied the action plan recommendations whenever they were relevant.

Mr Harrison said help in completing the work had been provided by the Westinghouse and Bechtel Corporations in the U.S. Sizewell B is modelled on the Westinghouse PWR, with Bechtel acting as special consultant.

Action plan recommendations relating to operating procedures, training and improved emergency preparations had all been noted in preparing the Sizewell B design, he said. Staff operating the reactor

would follow a training and qualification programme embodying the lessons of the U.S. accident. When working, they would also be provided with more information about the way the plant was behaving.

Studies were undertaken in the U.S. of measures which might lessen the effect of an accident involving a melt-down of the reactor core but these had been shown to be largely ineffective in terms of reducing risks.

Other action plan requirements involved relief and safety valve research and testing and the results would be available for Sizewell B.

Mr Harrison said the CEGB and the National Nuclear Corporation were fully aware of the importance of the lessons of

Three Mile Island and other significant U.S. PWR incidents. These included an emergency at the Rancho Seco plant where staff had difficulty in determining the state of the plant for 70 minutes, and at the Ginno plant, where a steam generating tube ruptured leading to a leak of radioactive material.

The Three Mile Island accident involved a combination of technical and human errors, including the failure of a valve. Technical problems and operator errors brought the reactor close to the stage where a more serious accident could have occurred.

The Nuclear Installations Inspectorate is yet to be satisfied on various aspects of the CEGB's case on Sizewell B's safety.

ICI biotech processes backed by grants

BY DAVID FISLOCK, SCIENCE EDITOR

SUBSTANTIAL FINANCIAL support is being given to Imperial Chemical Industries under an Industry Department initiative which has earmarked £16m for new industrial biotechnology ventures.

Two ICI technologies at its agricultural division at Billingham, Cleveland, Northern England, have received grants under the department's processes and products development scheme.

Other investments include £700,000 in a £2.25m pilot plant for continuous fermentation planned by Matthew Hall and

F. A. International, and support for a "club" of 50 industrial companies organised by Harwell.

The ICI technologies are processes for making a biodegradable plastic called PHB (poly-hydroxy butyrate) and for further developing its Pruteen process. Pruteen is single cell protein for feeding young animals and fish.

Both technologies involve cultivating bacteria in continuous fermentation plants.

Mr Patrick Jenkin, Industry Secretary, last November announced initiatives to support

biotechnology involving £16m expenditure.

The grants to ICI are understood to amount to less than a third of what the company expects to spend on the development.

Mr Rob Margetts, agricultural division director of research, said the PHB development involved both the novel product and its manufacturing.

ICI has been making a few tonnes of PHB a year for study as a premium-priced specialty plastic, notably for medical uses.

It aims at raising production to a few hundred tonnes a year.

PHB's biodegradability and lack of foreign-body reaction when implanted hold promise of uses in surgery. It would simply dissolve in the body once it had done its job.

For Pruteen the further development focuses on raising the efficiency of its process for continuously breeding bacteria fed on methanol, and on increasing the proportions of key ingredients.

Mr Margetts said the grants to ICI were "significant" but not the maximum of 35 per cent available until the end of May. Thereafter the top limit has been set at 25 per cent.

Wilkins and Mitchell wins £9m batch of orders

BY LORNE BARLING

WILKINS AND MITCHELL, the Midlands power press company which was bought out by Receiver last year by the U.S. company Verson Alsteel Press, has won orders worth nearly £9m in the past five months.

Verson, a Chicago-based company with annual sales of about £50m, is integrating Wilkins and Mitchell into its international marketing and manufacturing activities. It has so far invested about £200,000 in the Darlington factory.

Since re-opening the plant

last August with a reduced workforce, the company has received export orders worth £8.9m for metal forming presses, large automated welding machines and forging presses, with the result that it is working at full capacity.

Mr Timothy Kelcher, managing director of Verson International, said yesterday that all the company's output was being sold abroad, due mainly to the lack of investment in Britain, but he believed that this would increase in response to foreign competition.

Pricing hitch delays Irish gas deal with Ulster

BY BRENDAN KEENAN IN DUBLIN

THE DELAY in signing an agreement to supply natural gas from the Irish Republic to Northern Ireland is believed to be caused by the difficulty of establishing a pricing mechanism to cover changes in world energy prices and exchange rates.

Mr John Bruton, Ireland's Industry and Energy Minister, met Mr Adam Butler, his Belfast counterpart, for talks this week but it is thought many weeks of work remain before agreement is reached.

The two governments agreed

on a basic price for the gas from the Kinsale field off Cork some time ago. This is believed to be about 30p a therm.

The final contract will have to cover the expected 20-year supply. An added complication is that the Irish pound is no longer linked to sterling.

The Irish would like a reciprocal deal so they would have access to any gas which might be discovered in Northern Ireland's jurisdiction.

The proposed pipeline would run from Dublin to Belfast.

Rolls-Royce to help develop carbon fibre

By Michael Donne

ROLLS-ROYCE is to join with Nippon Carbon of Japan in researching and developing a silicon carbide fibre, Nicalon, for use in the aero-engine and other metal-using industries.

Nicalon is made from silicon carbide reinforced aluminium. It will be exploited by Rolls-Royce in the manufacture of aero-engine parts, such as compressor casings.

The material is claimed to be strong, light and heat-resistant, making it suitable for aero-engines, but with wide uses elsewhere.

Nippon Carbon has already signed an agreement with Dow-Corning for the exploitation of the material in the U.S. and Canada, and is looking for other partners elsewhere. Rolls-Royce is the designated partner in the UK and Western Europe.

Rolls-Royce already has links with the three major Japanese aero-engine companies—Isihawajima-Harima Heavy Industries, Mitsubishi Heavy Industries and Kawasaki Heavy Industries—on the development of the RJ-500 aero-engine for airliners such as the Airbus A-320 150-seater.

Nippon Carbon is producing Nicalon at a pilot plant near Tokyo at a monthly rate of 100 kg. It plans to boost this to one tonne a month from March.

Orion Airways, the UK independent airline, has placed a £4.5m order with Redifusion Simulation for a flight simulator for the new advanced Boeing 737 Series 300.

Orion, which is the airline subsidiary of Horizon Travel, is buying five of the new aircraft.

The simulator will be the world's first for the 737-300. It will be installed at Orion's new Flight Training Centre at the East Midlands Airport near Derby, ready for training to start in January 1985. Delivery of the Series 300 aircraft from Boeing starts in 1985 and extends into 1988.

Redifusion Simulation, a member of the international Redifusion electronics, computer and music group, will build the simulator at its Crawley, Sussex, factory.

Steel union officials stripped of office over local pay deal

BY BRIAN GROOM, LABOUR STAFF

SIX branch officials at the Port Talbot steelworks in South Wales have been stripped of office by the main steel union, the Iron and Steel Trades Confederation, for signing a local pay and productivity agreement with the British Steel Corporation.

The deal was signed on Wednesday by some ISTC sections at the plant and some other unions in defiance of the embargo on local pay talks imposed by the ISTC and 13 other British Steel unions.

The unions are trying to mount a united campaign against British Steel's plan to pay no national wage increase this year. The corporation insists, as it did last year, that any money must be earned from a continuation of local lump-sum bonuses in return for redundancies and other efficiency measures.

The TUC steel committee has recommended all 14 unions to hold a joint meeting of negotiating committees in Sheffield on February 25 to discuss the next step.

Mr Bill Sims, ISTC general secretary, said: "The dismissal of these Port Talbot officials means that the agreement signed is invalid." British Steel,

however, believed it still had a deal.

No details of the agreement have emerged except that it includes the 2.5 per cent guaranteed minimum bonus payment proposed by British Steel at national level. ISTC branch officials would not comment. ISTC head office said the other unions were considering the position of their own branch officials.

Mr Sims said: "For the first time since the national steel strike, all the steel unions have combined together to fight BSC on pay. It is essential that we stick together."

He added that over the last two years the bonus schemes were "a cruel con trick. Workers have been promised bonuses of up to 17 per cent and have received 4 to 5 per cent. Last year most men were promised 10 per cent and most received 2.5 per cent."

This year the unions were not going to be "conceded again," he said, which was why harsh action had been taken against the lay officials. They had been stripped of branch office, but would keep their membership.

British Steel has told the unions that they must sign national enabling agreements by Monday or payments will not be backdated to January 2.

Little hope of water talks as strike effects worsen

BY IVO DAWNEY AND ROBIN KEEVES

THE DEADLOCK in the water dispute continued yesterday with little prospect of new talks over the weekend.

The Advisory, Conciliation and Arbitration Service is maintaining contacts with both sides but neither the employers nor the water unions appear to have given ground on the key issue of whether any inquiry or arbitration should be binding. Evidence of worsening water services emerged with farmers expressing the greatest concern.

In the past week the number of consumers boiling water for drinking rose from 7m to 7.5m, while properties without supplies more than doubled from 21,000 to 55,000.

The Agriculture Ministry has set up emergency information offices for farmers in all regions of England and Wales. There is growing concern that dairy herds, intensive livestock breeding and greenhouses are being hit.

The Confederation of British Industry reported little evidence of interruptions to work, although some small plants lost supplies and others suffered breaks in services.

There were sporadic sit-ins by

strikers in many regions, although many ended of their own accord. In Ham, near Taunton, 10 workers occupying a sewage plant were served with a summons to appear in court on Monday.

In most regions, the unions have ordered a withdrawal of emergency cover. Many workers are ignoring the instruction when appeals are made by health authorities or local management.

Wales is among the worst hit regions with about 1.7m consumers, over half the population, having to boil their water. The Farmers Union of Wales has warned that there will be disastrous consequences unless supplies are restored soon.

In the South West all consumers are boiling water. Much of West Cornwall is receiving intermittent supplies and more than 100 industrial consumers have been shut off in the past week to make water available for hospitals and domestic users.

Regional reports indicate that, while supplies are being maintained to the vast majority of customers, a long strike and worsening weather could bring a rapid increase in burst mains.

APPOINTMENTS

Chief for Golden Wonder

Mr David Wellings has been appointed chairman and chief executive of GOLDEN WONDER and HP FOODS, and joins the board of Imperial Foods. He has been managing director of both companies since October 1980 and retains this responsibility. Mr Wellings succeeds Mr Gerry Sharrman who was appointed chairman and chief executive of Imperial Foods in December.

Mr Robert G. Purhouse has been appointed a director of MANDER BROTHERS, part of the Manders Group. He will be responsible for personnel. Mr Colin Greatrix has been appointed a director of MANDERS PAINTS.

Mr Barry John Southcott has been appointed a director of the BRITISH INVESTMENT TRUST.

Mr Mike Dellar has been appointed managing director of SPICER-HALLFIELD to succeed the late Mr Hugh Spence. Mr Dellar was regional manager of Spicers' stationery wholesaling operation.

Mr John Moody has become managing director of PITNEY BOWES following the retirement of Mr R. E. Williams. Mr Moody was director of marketing until June when he was appointed assistant managing director. He joined the company in 1970. Mr Eric Springate has joined the company as marketing director from AB Dick, where he held the same post. Mr Robert Baker has been named finance director. He joins the company from Diploma, where he was managing director of one of the major subsidiaries.

Mr Neville Whitfield has been

appointed managing director of PELCO (ELECTRONICS). He succeeds Mr Gordon Dale-Smith who has decided to concentrate on other interests. Mr Dale-Smith will remain a consultant to Pelco. Mr Neville Whitfield has relinquished his position as sales and marketing director of Welwyn Electric, a subsidiary of Welwyn Electronics, which also owns Pelco. He will remain a member of the Welwyn Electric board.

Following the announcement of the proposed acquisition of Bremar Holdings by Bremar Trust, BREMAR HOLDINGS has appointed Mr R. J. Frost a director. Mr Andrew L. Greystoke, director of Bremar Holdings has been appointed chief executive, international, and Mr Brian Tuck has been appointed secretary of Bremar Holdings and its subsidiaries.



Mr John Moody, Pitney-Bowes managing director



Mr David Quysner, a director of Abingworth

Mr David Quysner, a director of Abingworth, has joined the board of COMPUTER PERIPHERALS as a non-executive director. Following Abingworth's £200,000 investment in the company.

SMITH KEEN CUTLER, stockbrokers, from May 6 will be taking into partnership Mr Peter F. Green, Mr Nigel A. Harrison and Mr Jeremy J. D. Smith. At the same time Mr Deric J. Homes will be retiring from the partnership to join another firm.

Mr Björn Allgren, who is head of business research and information at Billerud, a Swedish forestry company, has been elected president of the European Association for Industrial Marketing Research—EVAF, which is located in London.

Mr R. G. Trig-Knight company secretary for the past three years of E. ALLMAN AND CO., has been appointed to the board.

JOHN GOVETT AND CO. has appointed Mr R. A. Smith as a director.

Mr Ronald C. Nelson, company secretary of COCHRANE SHIPBUILDERS, Selby, has been appointed a director.

Mr Malcolm Campbell has become a board director of CREASY PUBLIC RELATIONS. He was account director.

Mr Terry Walawright has been appointed marketing director, PARTCO EUROPE. He was marketing manager. The company is a Quinton Hazell subsidiary.

Polishing up an old cutlery name

Raymond Snoddy reports on a new lease of life for Viners

EVERYONE WHO meets Mr Melvyn Novak at the moment is likely to be asked: "Can you name three cutlery manufacturers?"

Almost without exception, he says, people can name only one—Viners, the Sheffield company which went into the hands of the receivers in July and was finally dismembered in December.

The answer is a reassuring one for Melvyn and his brother Leon, chairman and managing director respectively of the Trafalgar Group, a north London incentive promotions, distribution and retail company, for they have just spent several hundred thousand pounds acquiring the Viners name and its trademarks, designs and tooling.

Though they have never manufactured anything before, they hope to succeed where the cutlery industry professionals have so obviously failed.

Premises are being sought in Sheffield and the new Trafalgar subsidiary is planning to begin manufacturing Viners cutlery again by April.

Trafalgar, which has no connection with Trafalgar House, expects to commit £1m from its own resources this year to breathe life back into the Viners name.

"Our main objective for 1983 is to keep the Viners brand awareness alive," says Mr Melvyn Novak.

"I would think we would make profits in 1984. There is no question about the fact that it will be successful."

Mr Novak, 38, set up an incentive promotions company at the age of 23 with £100 capital. The diversified group he heads now employs 250 people and has an annual turnover of £10m.

It has organised offers on the back of packets such as free oven gloves from Bisto, bargain tennis rackets from Kellogg's, and the 100,000 car-wash brushes that Shell will give away with oil over the next couple of months.

The success of the realisation was based on the realisation that the companies for which they ran incentive promotions were also manufacturers, who might have suitable "dead stock" for other promotions or discount mail order catalogues.

"We don't buy rubbish or seconds. But we realised we could sell products that in the normal course of things are not terribly desirable," Mr Novak says. Last year's range or colour is very acceptable as a gift or when it comes at a hefty discount.

When a company is in trouble or changing its stock lines, Mr Novak is there. For instance, when Ilford decided to stop making cameras, Trafalgar bought the remaining 200,000 cameras in stock.

More recently he bought 50 containers, each 40 ft long, full of plant propagators from an



Mr Melvyn Novak (left) and Mr Leon Novak, chairman and managing director of the Trafalgar Group.

American manufacturer which had gone out of business.

But is a sharp eye for a bargain and a "gut feeling for what Mr Joe Average wants to buy" enough to compete in the cutlery business? Mr Novak says simply: "We are a trading company, we understand merchandise and we have a good team."

Former key members of the Viners staff will also be hired. Trafalgar has been a customer of Viners for its incentive catalogues for the past 10 years and recently had a range of promotional items, such as corkscrews and butter dishes, made for it under the Viners name.

As soon as the receivers were appointed, the group put in a bid for the assets it wanted, but was successful only after the last attempt to sell the business as a going concern failed.

It is, however, unclear what proportion of Viners products will be manufactured in the UK.

Silverware and other items at the top of the cutlery range will probably be made in Sheffield, Mr Novak says. "But everything that cannot be manufactured competitively in the UK will be sourced from wherever in the world it can be."

The aim will be to take Viners more into the fashion business and to use its name on a much wider range of home and kitchen equipment—everything from wall can-openers to stain-

less steel breadbins and garden tools.

Mr Peter Warner, who headed Viners International, the company's Hong Kong operation, has already joined Trafalgar and has produced a report on the prospects for the new subsidiary.

It calls for much more clearly defined marketing of brands, more extensive use of the Viners name, more efficient overseas procurement and a "totally incentive orientated approach to marketing."

Mr Novak says popular cutlery lines such as Love Story, Studio and Harvest will be retained, but new up-market ranges will be introduced and old Viners designs from the 1920s may be revived.

Since the Novaks bought the Viners name, they say they have been inundated by calls from stores all over the country.

The Novaks say that Mr Ruben Viner, former president of the company, has offered to support the project financially and that a member of the Viners family is likely to be asked to join the board.

"We built our company up very carefully from nothing and we have no intention of putting that at risk," says Mr Melvyn Novak, as he looks for a suitable place in his office to hang the Royal warrant given to Viners as suppliers of cutlery to King George V.

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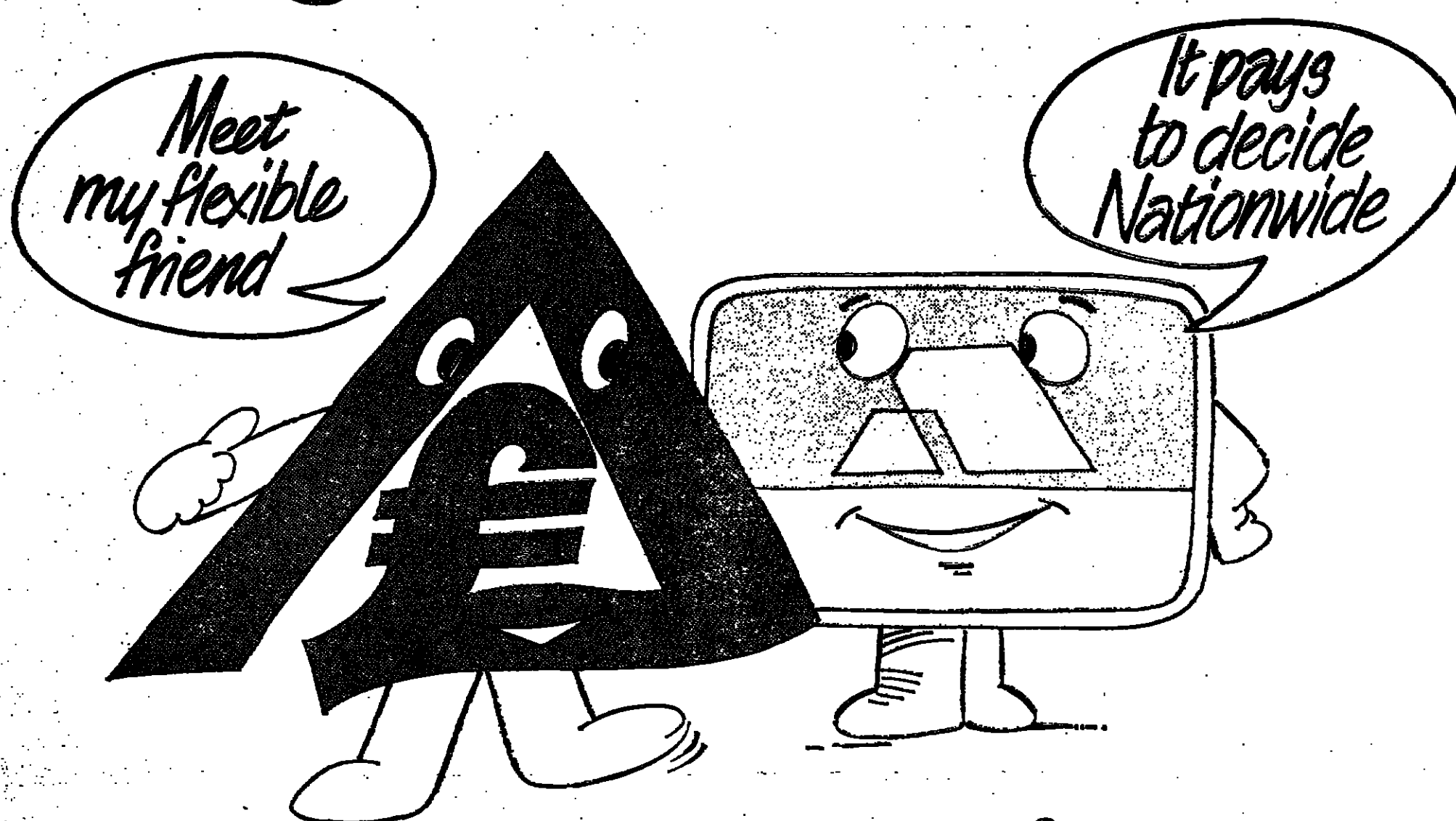
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THE WEEK IN THE MARKETS

Shares stay firmly on the boil

THE London Stock Market was up and running for much of this week. The FT Industrial share index was soon hitting record levels with only momentary interruptions for some profit-taking.

A firmer sterling brought a return to lower interest rate optimism which with economic considerations kept the pot on the boil. Gilt also gained ground helped by the signs from the U.S. that interest rates there might also be heading down again.

News of a further fall in the inflation rate was a further spur to trading yesterday taking the FT Industrial index to a record 662.5, up 18.5 on the week. Starting also remained healthier at \$1.5445, but the trade-weighted average slipped 0.1 to 80.9.

Daring Ultramar

With the oil market in disarray and the spectre of Britoil still haunting the City, it was a brave Ultramar that this week announced the second largest rights issue ever launched by a UK oil company.

This independent British concern is to raise £108m by way

of an underwritten one-for-four rights issue of 27m shares at 400p each. There had been talk of such a move for some time and the shares had been slipping from the previous week's level of 528p ahead of the news. At one stage after the announcement they fell to 488p but later recovered a lot of ground.

The current three-year £700m investment programme had looked likely to push borrowings to over 70 per cent of

LONDON ONLOOKER

shareholders' funds. Therefore a rights issue was an obvious move to contain gearing at a reasonable level.

It comes eight weeks before Britoil calls in the outstanding £283m on its partly paid shares. Ultramar's issue has been underwritten (all but for the 5.3 per cent held by Consolidated Gold Fields) by Morgan Grenfell, one of the six merchant banks that underwrote the ill-fated Britoil offer in November.

However, the Ultramar issue is accompanied by an estimate of a more than 10 per cent advance in pre-tax profits to not less than £100m for 1982. This would represent just an easing

of the pace of the company's meteoric rise towards the big league.

There is also a promise of an increase in the final dividend, taking the total from 13p to 15p, a level which the company hopes at least to maintain for the enlarged capital in 1983.

Last year's success in a tough economic climate stemmed chiefly from the Indonesian oil and gas operations. Progress here offset the setback in refining and marketing.

The doubling of the capacity of the liquid natural gas plant in Indonesia, together with the benefits from other projects in Quebec and the North Sea, could push profits up by half over the next two years.

The new money will strengthen the balance sheet and put Ultramar in a better position to broaden its geographic spread, particularly in the U.S. and UK. But pricing the issue was difficult with oil stocks currently underperforming the current bull market.

Imps jumps ahead

Full year profits from Imperial Group this week were right on the button as far as City forecasts were concerned, but the perennial optimists amongst the inhabitants of Throgmorton Street were disappointed that the dividend was left unchanged. The share price, which had been moving fairly steadily

upwards since mid-1981, shed a few pence on the results though really the group's "new" management has delivered all that could reasonably have been expected.

For years Imperial has been over-distributing to its shareholders and now the emphasis has been shifted towards a more conservative approach to dividend cover, up from 1.7 to 2.2 times historical cost earnings. Even so, allowing for extraordinary charges, Imps has not been able to hold the payout unchanged without some depletion of reserves despite a £48m jump in pre-tax profits to £154m.

Under the fresh stewardship of Mr Geoffrey Kent, the chairman, Imps undertook a major shake up last year, especially in the food division. Out went a number of businesses, all at a hefty book loss and with the combined rationalisation costs of the tobacco division extraordinary charges of £66.8m wiped out the year's earnings.

Efforts to smarten up returns from food are evident in a profit rise from £7.1m to £32m in this division on sales an eighth lower at £1,099m. The major disposal of the poultry operations is largely responsible but there was still a good underlying increase—12 per cent—from the ongoing food businesses.

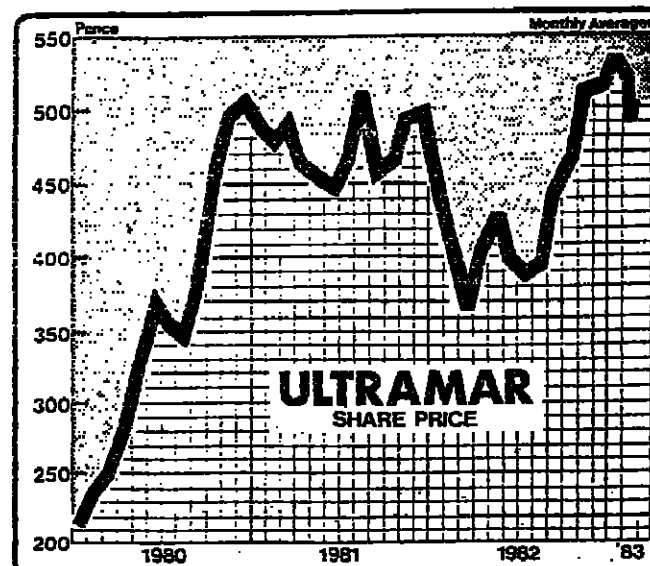
However it was the core tobacco operation that really got the profits line moving. It is no secret that Imps has focused more on margins than market share. Tobacco profits are up from £147m to £191m in a market that saw UK cigarettes volume fall 8 per cent while Imps' share fell three points to 46 per cent.

Brewing and leisure also performed soundly but in the U.S. Howard Johnson was hit by the continuing recession and profits slipped from £21m to £16m. Still, Imps seems to have got to grips with the company and a better 1983 is expected.

The City is already thinking in terms of £175m profit for this year and there really ought to be a dividend increase. There is just one possible snag to counter the general enthusiasm. Imperial has a sound balance sheet—strong enough to consider acquisitions. Judged on past record the market may have some reservations about Imps' ability to pick potential winners.

Toy problems

There was trouble in Toyland a decade ago. But few people then could have foreseen just how rapidly disaster was to



overtake so many famous British names in the playground.

This week one of the few apparent survivors was added to the fatality list when a receiver was called in to the Harbutt's Plasticine maker Berwick Timpco. Losses in 1982 had reached £3m, some £1m more than expected.

The company's shares were suspended at 5p on Thursday following a fall in the price the previous day has attracted the attention of leak-conscious Stock Exchange officials.

Recession, a declining birth rate and slow reactions to a changing demand have been the ingredients of failure for many toy makers. Dunbee-Combe, Marx collapsed in 1980 and since then Aftix, the plastic kit concern, and Lesney, the Matchbox cars company, have disappeared.

Others, like the games and toys companies John Waddington and J. W. Spear were in loss in the first half of last year.

Mettoy last year pulled itself from the brink by selling off a large stake in its computer company, Dragon, to contain borrowing. Ironically it is to a large extent imported computerised games that have undermined the homebased traditional toy makers.

This week Mettoy, the Corgi models manufacturer, reported that 1982 losses would top £4.2m but it is raising £3.1m by making a three-for-four underwritten rights issue at 3p. 25p. The shares fell 3p to 36p on the news.

Debt currently exceeds shareholders' funds but the new money is intended to fund new developments.

The nails in Berwick's coffin were disappointing Christmas sales and operating inefficiencies. Of course recievorship need not be the end of the line, except as far as the shareholders are

concerned, and many nostalgic names may still live on, albeit under different ownership.

Lomho upset

The would-be white knight of the business world, Lomho, the week revealed that its own castle was not as well furnished as it had been. Taxable profits for the year to the end of September diverged from a restated £111.6m to £75.1m and the group is paying a less rose-looking total dividend.

At the same time debt has continued to soar and at £580m, (including confirming loans) now exceeds shareholders' funds even though these have been increased by £60m on revaluation of hotels and property.

The action on the dividend front is less obvious. A 5p final, compared with 6p last year, still leaves the total at 9p but last year there was also a 1p special payment.

Group turnover for the year rose from £2.4bn to over £3bn helped by a 50 per cent jump to £673m by associate companies, which include the 29.8 per cent owned House of Fraser, the Harrods stores group. But the contribution from the associates to pre-tax profits was down from £28m to £20.6m.

The main culprit of the setback in Lomho's profits was the slump in world prices for precious metals and sugar. Profit from the latter, which is produced on estates in Swaziland, Mauritius, Malawi and Nepal, fell from £10m to almost nothing.

But the leap in borrowings has forced the group to consider culling a hawk to its heavy capital spending and investment plans, and there is a possibility that it may raise some cash from disposals.

The market rallies

SO THERE we were on Thursday, twiddling our thumbs and wondering how we were going to cope with the blizzard that the weatherman has been talking about all week, when all of a sudden the bond market woke up. After weeks of inertia, prices at both the short and long end started to move sharply higher, and it wasn't long before the equity market was in hot pursuit.

There were two related stories to explain the rally. Monetary policy makers at the Fed have been meeting this week to set money supply targets for the year, and next Wednesday Mr Paul Volcker, the Fed chairman, is due to reveal all at a keenly-awaited session of the Senate Banking Committee. The rumour on Thursday was that his comments would point to further Fed attempts to stimulate the economy by bringing interest rates down further.

The bond market was also pleased with the retail sales figures for January, which were much weaker than many people had expected. A sluggish economy is normally good news for fixed interest investors, and the market has been worrying that economic recovery might soon start to push interest rates higher.

A closer look at the figures showed that if you exclude motor car sales, the retailers actually had rather a good time last month. And my own hunch is that Mr Volcker will not put any very large rabbits out of his hat next week: it's not really his style.

The takeover scene, which has been rather quiet lately, also showed a little life this week when Goodyear, the world's biggest tyre company, made an agreed bid worth roughly \$800m for Celeron, a Louisiana-based energy concern. Wall Street's immediate reaction was to mark Goodyear's shares sharply lower, which seemed to hit rough since it looked at first sight like quite a good deal. But investors have learnt the hard way to be wary of energy company takeovers. This week, three companies which have made big splashes in this sector reported on their 1982 earnings—and none of them made very bright reading.

First came Du Pont, which acquired Conoco for \$7.5bn in 1981, and has been trying to justify its move to analysts ever since. Its earnings last year fell from \$5.81 to \$3.75 a share, and the group said they would have been 1.20 a share lower still but for the Conoco deal.

NEW YORK

RICHARD LAMBERT

The trouble is that although Du Pont's traditional chemical and fibre interests are now showing signs of recovery, the oil interests acquired through Conoco are continuing under increasing pressure. Mr John Henry, of stockbrokers E. F. Hutton, thinks overall earnings this year will recover to about \$4.50 a share. But he is looking for much sharper gains from other chemical groups, and says that Wall Street remains disenchanted about the big takeover.

Selling on a prospective price earnings ratio of roughly 84, Du Pont's shares do not look like star performers for the time being.

Occidental Petroleum's bid for Cities Service earlier this year was in quite a different category. It cost a bit over \$4bn, and stretched Oxy's balance sheet to the point where the whole group was as good as a shadow on the stock market.

The fourth quarter figures published on Thursday show the cost of all this borrowing. Oil and gas profits are being squeezed, and interest charges have more than doubled to take a near \$100m bite out of operating earnings, which fell to just \$152m in the three month period. At the bottom line, a loss in the quarter cut earnings per share for the year from \$7.77 to \$1.72.

The third country in this unhappy trio is Aetna Life, the insurance concern which bought out Geosource, a large oil field services business at a very handsome price earlier last year. That deal now looks expensive, but the group has another problem on its mind. The Securities and Exchange Commission has ordered it to stop accounting for future tax credits in current earnings, a practice which accounted for roughly two-fifths of Aetna's earnings in 1982.

Aetna is very angry about the decision, and is planning a financial restructuring which it says will limit the damage to earnings in 1983. But the market has become unhappy with its shares in recent months.

MONDAY	1,082.10	+ 9.19
TUESDAY	1,075.33	-11.77
WEDNESDAY	1,047.42	- 7.91
THURSDAY	1,087.75	+20.33

MARKET HIGHLIGHTS OF THE WEEK

	Price	Change	1982/3	1982/3	
	y'day	on week	High	Low	
F.T. Govt. Secs. Index	78.80	+ 1.34	85.84	61.89	Hopes of lower interest rates
F.T. Ind. Ord. Index	662.5	+18.5	662.5	518.1	Strong all-round demand
F.T. Gold Mines Index	711.5	+43.0	712.0	181.2	S. Africa unifies exchange rate
Automated Security	453	+73	468	155	Crime prevention exhibition
Barratt Devs.	492	+22	492	196	Increased housing starts
Brit. and Commonwealth	740	+110	740	291	Stake in Exco
Crouch Group	108	+18	120	50	£2.5m property sale
Ecco Int.	610	+178	610	172	Tolerate stake
Fobel	159	+29	159	14	Revised speculative demand
Gold Fields of S. Africa	688	+ 61	688	619	Hopes of gold find near Klooof
GKN	144	+ 9	184	107	Recovery hopes
Habitat Mothercare	240	+24	248	105	Revised profits forecast
Land Securities	310	+17	312	242	Revised demand
Laporte	272	+25	272	122	Investment seminar
Mellins	226	+38	246	6	Speculative demand
NatWest Bank	518	-14	542	388	Rights issue rumours
North Broken Hill	153	-17	186	92	AS44m rights issue
Securicor	297	+29	300	121	Good annual results
TSL Thermal Syndicate	55	- 8	107	48	Poor preliminary results
Woolworth	206	+29	206	159	Revised profits forecast

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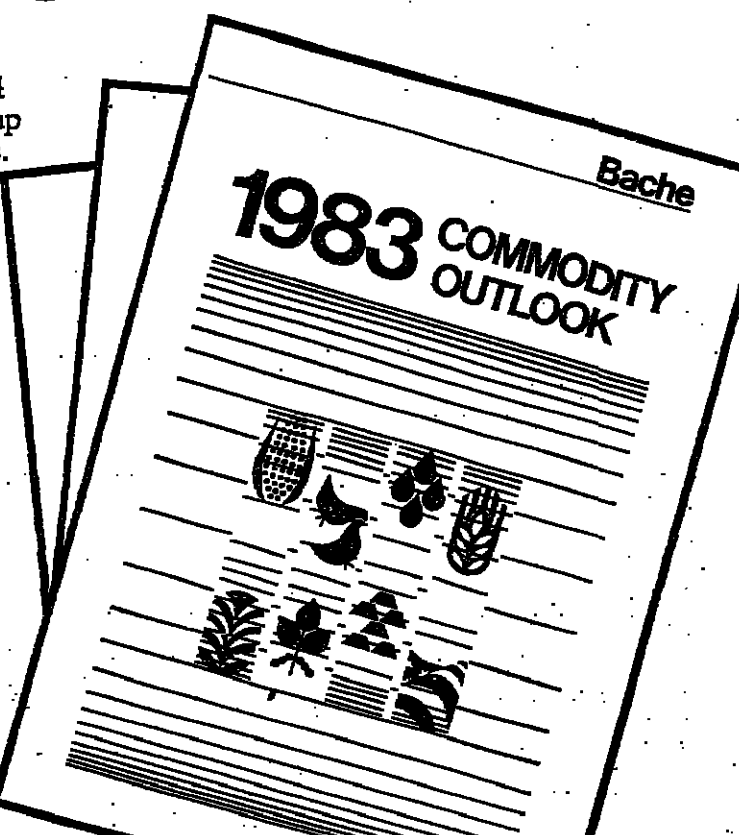
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A little explanation may help

ARE YOU perplexed, or worried? Perhaps it is because you hold either South African gold shares or, maybe, those in the leading Australian base-metal issues. If so, read on and you may soon feel better.

UK sufferers from gold share perplexity may be those who are still trying to work out the meaning to them of the week-end decision by South Africa to end the dual exchange rate system after some 20 years. The \$500 will almost certainly have bought their shares using the previous "financial" rands—whether they know it or not.

Financial rands, only available to non-South African residents, were lower in value against sterling than the country's official "commercial" rands, sometimes up to 30 per cent cheaper. Mind you, when a non-resident sold and brought the proceeds home, he, or she, also got financial rands.

The main advantage was that dividends paid were in the dearer commercial rands, which, of course, were worth more when changed into sterling. The whole idea was to discourage foreign capital—from sales of shares and other investments—from moving out of South Africa and, if possible, to attract it to the country.

Things have changed. Helped by a big inflow of U.S. dollars, the dearer commercial rands, which, of course, were worth more when changed into sterling. The whole idea was to discourage foreign capital—from sales of shares and other investments—from moving out of South Africa and, if possible, to attract it to the country.

But, effectively, South Africa has devalued the currency and this, of course, means that the mine exports of gold, diamonds, platinum and other products will bring in a higher revenue in terms of rands. So companies should be able to increase their dividends and UK shareholders should thus be no worse off.

They may be better off. The difference between the value of the commercial and financial

rands was liable to fluctuate quite widely in line with supply and demand. The new simpler arrangements will provide a much more stable exchange rate and could thus attract more buyers of shares from both South African citizens and foreigners.

The most important factor remains, as ever, the course of the gold price which rose \$7 to \$503 per ounce yesterday. The latter needs to break the \$500 level and rise further in order to justify current share prices, even though it is argued that South African gold shares are still selling on much lower price-earnings ratios than those

MINING

KENNETH MARSTON

of the North American mines. Now to worried holders of the Australian base-metal issues such as CRA, MIM Holdings and Western Mining. On the one hand there is increasing evidence of a world economic recovery which could in due course greatly transform the fortunes of these high-calibre companies.

On the other hand their share prices have been falling heavily, despite yesterday's rally, on fears that the Australian Labor Party (ALP) will come to power at the general election on March 5. Labor has not been kind to the Australian mining industry in the past and intends, if elected, to impose a resource rent tax.

In essence it is an excess profits tax. Mr Bob Hawke, the new and popular leader of the ALP has said that the tax would only be applied after a mine had recouped all capital outlays and had achieved "normal" profits.

Just what are considered as "normal" profits remains to be seen. Such a tax can only be remotely acceptable if it is applied by those who really appreciate the cyclical nature and risks of the mining business and politicians are not noted for such understanding. Despite some popular misconceptions, the return on mining capital is

relatively small in the long run. At the moment, of course, base metal mining profits—where they exist at all—are below normal in anybody's book. But the industry is still investing in new ventures and thus providing new jobs. Mr Hawke is well aware that Australia's 10 per cent, and rising, unemployment rate is the most crucial issue there.

The other major worry is the Australian labour situation where unrealistic wage demands and constant disputes have been major factors in boosting mine costs to the point at which Australia is losing its competitive edge in world mineral markets.

The existing Liberal-National Party coalition government of Mr Malcolm Fraser is attempting to tackle the problem and Mr Hawke, if elected, will also have to do something about it. Perhaps the sharemarket's view of Mr Hawke as a bogeyman may have been overdone.

At all events, there is no certainty that the ALP will win the day. It is often the case that when a country is suffering

severe economic and social pressures the voters tend to play for safety by staying with the existing government; or "the devil they know."

● Hopes that the Consolidated Gold Fields group may have found a new deep level gold mining proposition to the south-west of the Klooof mine on South Africa's West Rand have been raised following official confirmation that the drills have found a reef at a depth of 3,211 metres. The new area could be worked as an extension of the neighbouring Klooof.

● Cheering news for Rio Tinto-Zinc holders is that the Palabora copper mine in South Africa has increased 1982 earnings and lifted the dividend by 10 cents to 60 cents. It should be even better this year. In Australia the Hamersley Holdings' iron ore giant, owned as to 88.7 per cent by RTZ's subsidiary CRA, has tripled 1982 earnings and lifted its dividend to 8 cents (4.6p) from 5 cents thanks to higher iron ore prices and a favourable Australian dollar-U.S. dollar exchange rate.

THEY LAUGHED when we said "FT 600"

It was as long ago as May 1981 that FT 600 made no mistake. This market is going to crash through 600. Many people thought the stock market was looking decidedly "topsy," so sure was very much: a lone wild attitude that we're not afraid of taking time and again—especially on individual shares. For example, this is what we said in 1982:

	Recommended	Recent	% Change
London & Liverpool	450	720	+60%
Bio Isolates	350	650	+86%
Poly Plast	250	550	+120%
Security Tag	670	800	+19%
Sound Diffusion	520	2300	+345%
Sobel	150	250	+67%
Moben	400	500	+25%
Immediate Business Systems	1080	3000	+178%
Fleet Holdings	150	550	+266%
Lambert Horwath	630	1450	+130%
Electro Protective	1000	2220	+122%
Harle Quinquemy	1700	3300	+94%

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YOUR SAVINGS AND INVESTMENTS—1

A year of Mr Haswell

ANYONE expecting fireworks at Thursday's press conference of the Insurance Ombudsman Bureau, was disappointed. The 1982 annual report of the Bureau contains no sweeping condemnation of the insurance industry, no accusations that insurance companies have been trying to avoid paying claims, either from the Ombudsman himself, James Haswell or from Joan Macintosh, chairman of the Council of the Bureau.

Joan Macintosh, when she wears other hats, is vice-chairman of the National Consumer Council and Hon. President of the National Federation of Consumer Groups. But in the press conference, she emphasises that the Ombudsman is an adjudicator, not a consumer advocate. Apparently some complaints are upset when they find that the Ombudsman upholds the decision of the insurance companies.

His impartiality is borne out by two significant features of 1982. One is the large number of insurance companies, large and small, which have joined during the year having satisfied themselves that the Ombudsman was not going automatically to award against the company. A brief talk with James Haswell at the outset would have swept away any doubts long before.

The second telling factor is

the results of the complaints. The Ombudsman adjudicated in 179 cases last year and in only 38 did he revise the insurance companies' decision. In the remaining 141, he confirmed the judgment.

In 298 cases he did not have to adjudicate. The insurance companies concerned improved their offer after being consulted by the Ombudsman. His style is first to point out the facts to the insurance company and allow time for them to reconsider, not to impose his authority at the outset.

It is also interesting to note that 221 cases were not followed up by the complainant. Presumably the explanation given by the Bureau satisfied them. Indeed, a primary function of the Bureau is to provide an independent, impartial, advisory service, explaining the situation to the complainants.

It is clear from a detailed reading of the report that Mr Haswell feels that there is much that insurance companies and policyholders can do to avoid complaints and misunderstandings. The various causes of complaints received by the Bureau indicate several areas of weakness, which insurance companies could improve.

He warns insurance companies to be very careful in their wording not only of policy documents, but of proposal forms and of their promotional material. He is not a 100 per cent sup-

porter of the move for shorter proposal forms, or plain language policy documents.

Shorter proposal forms are resulting in complex questions that confuse. While supporting wholeheartedly clarity and simplicity he warns that the policy is a legal document where accuracy is of paramount importance.

The summary of the Ombudsman's decisions show that many policyholders simply do not understand their insurance contracts and consider that they are covered for every eventuality. Some no doubt simply try it on to see if they can get some payment out of the insurance company.

For example, he ruled that vibration from a passing train which caused a plate to fall from a shelf was not as claimed "impact by a train." More seriously he held that a policyholder who did not observe special security precautions under his household policy could expect his claim to be paid.

On the other side he decided that a company wishing to avoid a policy on grounds of disclosure had to show on balance of probabilities that the policyholder was aware of material facts.

Copies of the report and any other information on the Insurance Ombudsman Bureau can be obtained from 31 Southampton Row, London WC1B 5EH.

Eric Short

A change of trustees

I refer to "Finance and the Family," December 11, 1982, "A change of Trustees," and shall be glad to know are your recommendations the same in my wife's case? My wife, K, has three insurance policies (one maturing August 1984, and two whole life) under the MWP 1882 in trust for P (me) and our two daughters, in such shares as B may determine by Deed, Will, or Court. The Trustee Department of B's bank and P are trustees for all three policies. B would like the bank to retire as co-trustee with P and to nominate P, X and Y.

By Section 11 of the Married Woman's Property Act 1882 the power of appointing new trustees is vested in the insured during her life. B can therefore appoint X and Y as new trustees to act with P and the Bank, by a memorandum under her hand. She cannot, however, require the Bank to retire, but must persuade it to do so.

Deductible expenses

In 1967 I bought a Lucien Pissarro which I recently gave to a grand daughter. She sold it through a London dealer for U.S.\$10,000 delivered in Switzerland which meant paying transport costs, import tax and London commission.

Market value of an asset for CGT, CTT and Estate Duty has been judicially interpreted to mean the gross sale price, without deduction for the costs that might be involved in such a sale. Is this true? We think that the market value

would not be assessed by deducting from the gross price notional expenses on sale where no sale has yet occurred. Thus to assess capital taxes on the gift by you to your daughter the expenses incurred by her subsequently (on sale by her) are not deductible. However, by Schedule 10 of the Finance Act 1973, paragraph 6, there can be deducted any expense actually borne by her in respect of the transaction, viz of the gift to her.

VAT for non-resident

I am a non-resident of the UK and have two problems: (1) a surveyor applied for planning permission on my behalf, a solicitor in UK arranged for transfer of land I owned. Am I liable for VAT on the fees of the surveyor and solicitor? (2) Am I liable for UK Income Tax on deposit interest received from a UK bank? Neither of the charges to which you refer are zero rated for VAT purposes even if you are not a resident of the UK. This is because there are special rules which apply to services relating to land situated in the UK.

You will not be liable to tax on your deposit interest.

Zero coupon U.S. bonds

Could you please enlarge on your reply under Zero coupon U.S. bonds (January 15)? The Inland Revenue's press release on June 25 1982 indicated the intention to introduce legislation which will

render the gains realised on the sale of these bonds liable to Income Tax, when the transaction takes place after April 5, 1983. However, for sales made up to that date, do not the present regulations permit the gains to be treated as Capital Gains?

Although the reply published on January 15 was written in December, it does not need significant revision in the light of the consultative paper on the Tax Treatment of Deep-discounted Stock which was issued on January 12. Paragraph 29(a) of the new paper suggests that the best future tax regime for foreign zero-coupon bonds "would be similar to the current treatment of foreign stock, under which profits... on disposals are brought into

FINANCE AND THE FAMILY

BY OUR LEGAL STAFF

account under case V of schedule D." The fact that discount realised on the sale (or redemption) of foreign zero-coupon bonds is taxable as income, under case V, has been clear since the judgment in *Lomax (Inspector of Taxes) v Peter Dixon and Son Limited*, nearly 40 years ago.

A chargeable gain (or allowable loss) may accrue in addition to the case V assessment, subject to the wasting asset provision.

If a foreign zero-coupon bond was sold for less than cost price, the transaction would fall exclusively within the scope of CGT, since there are no relevant loss-relief provisions in the case V rules (and concessions).

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

The June press release was primarily concerned with UK zero-coupon bonds etc.: this is one of the fields where UK income is taxable on quite a different basis from similar income arising overseas. This discrimination between domestic and foreign income is a relic of income tax's 19th century origins (like the treatment of married women's income), and it is to be hoped that fundamental reform of the inequity is not too far away.

Information for a receiver

About 20 years ago the Official Solicitor took over the estate of my father which amounted to about £1,000 in investments and a terraced property. The Official Solicitor was acting as Trustee to my mother who is handicapped.

They have asked me to take on Receivership and I have applied to the Court of Protection to do this. However, I have asked for a draft final account and until now they have refused on the grounds

that this is privileged information to the Court.

I am told there is no money left in the estate and the property has been allowed to fall into a bad shape. The tenant of the property says she has withheld rent because of the lack of repair.

The Court Order calls for an indemnity of £1,500 but I have reason to believe the liabilities exceed the income. I have told the Official Receiver I will not

pursue the application unless I have the full facts which they seem reluctant to disclose. What are my rights?

We think that you are fully entitled to refuse to act as receiver without first being apprised of the full facts, and that you would be imprudent to do otherwise. The Official Receiver can be invited to apply to the Court of Protection for directions enabling him to disclose the relevant facts to you.

Dicing with the bank

THE SEARCH for higher interest than on an ordinary deposit account is not always a happy one. The experience of one reader Michael Baynes from London is a case in point.

Baynes was looking for a temporary home for a five figure sum and decided to put the funds with Barclays' Treasury Department on seven days notice. He assumed that the rate would change in line with the movements in the wholesale money markets but things did not work out like that.

Baynes says that "I discovered by chance that new depositors were getting a higher rate than I was." So he complained to Barclays and the rate on his funds was increased but not, he says, to the level offered to new depositors.

When he tried to obtain written guidance on the conditions for the seven day notice account, where the minimum deposit is

£10,000 nothing was available at his branch. He says he was repeatedly told when he complained that the account was for professionals rather than ordinary customers.

I rang Barclays Treasury Department and was told that the issue was on the depositors' side for a new rate if he was unsatisfied with the existing return. Unless either the bank or the customer decides it wishes to alter the rate, then it will remain unchanged. Naturally the bank will not forget to cut the rate if the market eases, but it will not raise the return if market levels improve.

Barclays say: "If the customer is not satisfied, he can ask for a new quote. This account is for professionals. It is dangerous if non-professionals use it and have not got the time to look at interest rates each day. Interest rates move quickly and

within a few days the rate on the account can get out of line."

So where should ordinary customers with more than £10,000 put their money? Barclays suggest its seven day fixed account where the rate changes at the end of each week. In this case customers have to decide each week whether they wish to leave the money in the bank or withdraw the funds.

Michael Baynes is not very impressed by Barclays' explanation. After shopping around he has discovered he can get a better rate elsewhere and also be sure that his return will rise and fall in line with wholesale money market rates.

His last word on Barclays: "Without wishing to be too unkind, this reminds me of the famous crap game in 'Guys and Dolls' when gambler Big Julie proposed to roll his own dice—which had no spots."

Rosemary Burr

New Gartmore Gold Share Trust "Investors' fears send gold climbing"

Soran The Times headline on 21st January, 1983. Hardly surprising, as gold has always been the traditional haven for investors in uncertain times.

Now, when future prospects have seldom been so confused, Gartmore offer you the opportunity to extend your portfolio into an area which often performs at its best when times are uncertain.

The effects of the current recession are apparent to all of us. Inflation rates may be falling in the world's major industrialised countries, but unemployment is still rising, and signs of a real economic revival are few and far between. In addition, the international banking system is under severe strain as many sovereign states find that they are unable to meet the interest payments on their borrowings, let alone repay the loans.

Small wonder, then, that the price of gold - and of gold producers' shares - has risen dramatically since mid-1982.

Why you should invest now

The price of gold tends to move in cycles. Since the early 70's, when the gold price was allowed to float freely, there have been two major cycles: a first peak of \$280 occurred at the end of 1974; a second peak of \$850 was reached early in 1980, with a subsequent trough of \$290 in June 1982. Many experts believe that a third major cycle is now under way. Though opinions differ on how high the price will go, most, including Gartmore, believe that it will exceed its previous peak around the mid-1980's.

If you invest now, you could well gain greatly from the rise that is widely predicted. And, of course, as the price of gold tends to rise when many other investments are falling, your stake in gold could be regarded as an "insurance policy" against unforeseen political, economic or financial disasters.

The sensible way to take a stake

Thabhigh price prevents most private investors from building up a well-balanced gold portfolio. There is also the problem of selecting shares with the greatest growth potential.

By investing through Gartmore's new Gold Share Trust, you could benefit from the much wider spread of investments that can be achieved through the "pooling" of many individual investors' funds. And Gartmore's professional fund managers, with many years of experience in managing gold share portfolios, are in a much better position to take informed decisions on the best choice of gold shares

for growth.

The Trust is a "wider-range" investment under the Trustee Investments Act, 1961.

Where Gartmore will invest

Aiming for long-term capital growth, Gartmore expect to invest primarily in quoted companies. The overwhelming importance of South African gold mines means that these will normally account for at least 60% of the portfolio, and possibly as much as 85%. However, Gartmore also intend to reap the benefits of diversification by investing in North America (10-25%), and in Australian gold mining ventures (5-15%). Our major investments will be in companies principally involved in the mining of gold and other precious metals, though it may be appropriate at certain times to invest in related areas, such as mining finance houses and gold-backed bonds.

We intend to spread the initial portfolio as follows: South Africa - 70%; North America - 15%; Australia - 15%.

Apply now

Make the most of this opportunity to benefit from the strength of gold.

You can invest from £200 in Gartmore Gold Share Trust by completing the coupon below and returning it to us with your cheque. The estimated gross commencing yield is 3.1% p.a. For your guidance, the offer price of units on 11th February, 1983 was 25p.

Remember the price of units and the income from them can go down as well as up.

You can obtain information on other Gartmore unit trusts, and on Gartmore's Share Exchange Service, by ticking the appropriate box in the coupon.

Further information

Applications will be considered, and certificates will be forwarded within eight weeks.

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The Trust is a Member Bank Trust Company Limited. The Manager of the Trust is Gartmore Fund Managers Limited, 28, Mary Axe, London EC3A 8BP. (A member of the Unit Trust Association). The offer is not available to residents of the Republic of Ireland.

Gartmore Gold Share Trust

Tr: Gartmore Fund Managers Ltd, 28, Mary Axe, London EC3A 8BP. Telephone: 01-623 6114.

(Regd. No. 117755. Regd. address in above)

I/We enclose cheque for £

payable to Gartmore Fund Managers Ltd., to be invested in Gartmore Gold Share Trust at the unit offer price

on the date of receipt.

For automatic re-investment of net income.

For details of Gartmore Share Exchange Service.

Surname (Mr/Ms/Ms/Ms)

First Name(s) in full

Address

Signature(s)

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3. The rate of interest will be determined by Flemings and credited daily without deduction of tax. The daily rate, annualised, will be published, usually in the Financial Times, as an estimated yield, but without responsibility for any error in publication or non-publication.

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5. By completing the application form each depositor acknowledges and accepts these terms and conditions. Each depositor also authorises Flemings to disclose details of its account with Flemings to Save & Prosper, and any third party through whom a deposit is made. Flemings reserves the right to repay all or part of any deposit and/or to recall or not issue a cheque book at any time. In the event of a depositor's balance falling below £1,000 Flemings may, at its discretion, cease to credit interest, credit a lower rate of interest or close the account and repay the balance together with any accrued interest. These terms and conditions are governed by and are to be construed in accordance with English law. They are based on Flemings' interpretation of legislation and practice in force as at 1st January 1983. Flemings reserves the right to amend these terms and conditions at any time. Depositors will be informed of any material amendments.

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*Based on assumed interest accumulates over one year, based on the daily interest rate at 10th February 1983.

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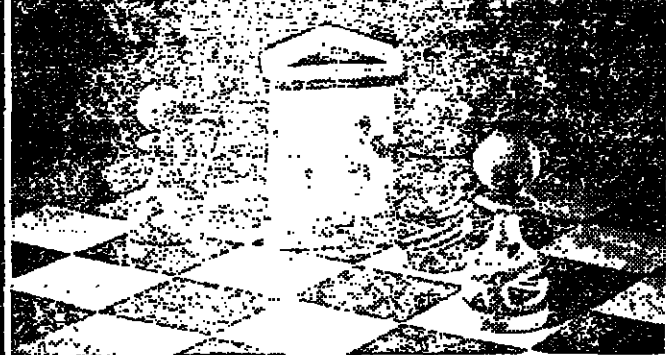
Signature(s)

The number of signatures required to authorise withdrawals or sign cheques (joint accounts only) is ☐ 2/3/4/5/6/7

For joint accounts all signatories should sign above (use separate sheet if necessary)

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Please send me a copy of the Prospectus of the Hill Samuel International Currency Fund Limited

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YOUR SAVINGS AND INVESTMENTS-2

John Edwards reports on how to invest in commodities

High risk for big spenders

SPECULATIVE interest in the commodity markets has been aroused again by the recent surge in the price of metals, led by gold, and other commodities, like cocoa. In spite of the warnings about the "jungle" conditions facing unwary speculators the desire to jump on the bandwagon of the supposed commodity boom appears to be growing strongly.

The best advice to anyone contemplating going into commodity speculation for the first time is: don't. It is estimated that over 80 per cent of private speculators in commodities end up losing money.

It is a highly risky business even with the most respectable companies let alone the more dubious brokers who offer the promise of large profits which can very quickly turn into even larger losses. Above all, commodity speculation is not for the small investor since the odds are heavily stacked against him.

Buying the actual metal or commodity is, for the outsider, either impractical, or costly. Storage, retention of quality, and insurance are just some of the problems. It is possible, and, in fact, to buy small, easy-to-store, quantities of precious metals like gold, platinum and silver from dealers. But the price charged for small quantities is heavily loaded and the spread between the amount charged by the dealer to sell compared with the buying price is often very wide because the dealer is in a strong position to dictate the terms. In addition with coins and ingots there is the problem of Value Added Tax.

The VAT problem can be circumvented by, for example, holding the coins in a tax haven. But this increases the risk and cost. Even with the popular Kruggerand, the price of gold has to move up quite considerably before the small investor reaps a reasonable profit.

There are two other basic ways of getting involved in commodities. One is speculation directly on the futures markets; the other is through funds—the commodity equivalent of unit trusts.

The attraction of futures is that only a margin—on average around 10 per cent of the total outlay—has to be put up to trade. Thus \$10,000 can be used to speculate in futures worth \$100,000. This gives tremendous leverage and means that big profits can be made for a small outlay. But it also magnifies in a similar way the losses that can be suffered—hence the many stories of unsuspecting commodity speculators losing their shirts.

The fact that the Texas billionaire Nelson Bunker Hunt and his family had to borrow \$1bn to meet their margin calls shows that even the big punter is vulnerable. What is not generally realised is that the margin, charged essentially to protect the broker from client losses, has to be continually topped up if prices are moving the wrong way against the investor. It is not often appreciated that to retain the original margin, the client has



Weighing tea in Uganda

to put up 100 per cent of losses incurred. These can add up frighteningly quickly in fast moving markets. If the margin is not topped up on request immediately, the broker instantly closes the position out using the margin money to cover losses suffered.

The biggest single trap for outsiders is undoubtedly the frequent failure to anticipate the scale of the potential losses, over and above the margin, that can be suffered if things go wrong—which they can with frightening speed. Many small investors may get the long-term trend in a market right but be wiped out by unpredictable short-term fluctuations simply because they haven't sufficient resources.

It is generally agreed by London brokers that a minimum of between £5,000 to £10,000 of "risk" capital, which the client can afford to lose without hardship, is required before he should even contemplate going into futures trading. Some companies require a great deal more as a minimum before they are prepared to take on a client. It is a big money business.

The other major problem is choosing the right broker. Normally the only advice given by banks when approached about commodity futures trading is to suggest that the customer takes his account elsewhere. Stockbrokers are not much more helpful. They are like to lose potential business to the commodity markets, where they are faced with "splitting" meagre commissions and are usually out of their depth.

The London Commodity Exchange does provide a list of its members who are prepared

to take on private client business. The London Metal Exchange only provides a list of its members, many of whom are not interested in handling private speculation. Nevertheless it is much safer to deal if possible with companies which are members of the official futures exchanges, since they have reputations to maintain and can be disciplined by the exchanges concerned.

In the main it is the non-members of the exchanges, allowed to set up freely with no accountability, who have been primarily responsible for the serious losses suffered by the public. There have been some exceptions, however. It should also be remembered that many employees of respectable broking houses are paid on the business they generate, so they have a vested interest in "churning" (persuading the client to overtrade in order to increase commissions). The client has two choices with the broker. One is just to give him the money and let him make the decisions. This discretionary account is, of course, ripe for picking if the broker is at all unscrupulous. Alternatively the client makes his own decisions, not only what to buy and sell, but also when. Advice from the broker can be taken or disregarded; it probably makes little difference.

Many speculators rely on computer systems, or charts, to make their decisions but these are no guarantee against losing money. They require tremendous discipline and a long pocket. Another method is to speculate via options. This is safer in that the amount of risk is limited to the premium paid for an option to buy or sell a futures contract at a known price. But essentially the buyer of the non-transferable option favoured in London

starts at a disadvantage by "losing" the premium which has to be made up later. The outside speculator also has to be very careful about the premium paid, since there are no officially published rates. A check with several brokers on option premiums is as useful a safeguard.

Commodity funds come in two distinct types. The authorised, UK-based, unit trusts have to deal in commodity related company shares only. Legislation in this country prevents them from owning commodities directly. Unauthorised funds, based in tax havens, however, trade either in physical commodities or more likely in the futures markets where a skilled manager can make the most of large resources and the leverage available. The volatility of the markets, and the leverage, imply high risk, but this is compensated for by the prospect of an above average return on capital.

Funds are attracting an increasing amount of support both from private and institutional investors. For the small, private investor the outlay involved can be relatively modest and most funds now guarantee that the investor is only liable for the amount put up—but that should be checked. A great advantage is in taxation, since the speculator has a much greater chance of only paying capital gains tax, since he is basically investing in shares not the commodities. For institutions' funds offer a way of putting part of their portfolio into raw materials, with a limited liability and no necessity to acquire the special expertise needed to trade futures successfully. The disadvantage of funds is that their performance depends very much on the skill of the manager, and they are open to all kinds of additional "hidden" charges—front loading, management and audit fees, as well as excessive commissions.

On balance properly constituted offshore funds—run by respectable names—are probably the best and safest bet for the outside speculator in commodities. But the potential return is greatly reduced compared with trading futures on margins and so is the excitement.

MUSTS FOR FUTURES TRADING

● Use only risk capital you can afford to lose. A minimum of £5,000-£10,000 risk capital is required. Otherwise stick to options or funds only.

● Be very disciplined in your trading, cutting losses quickly. Preferably use a recognised trading system and stick to it rigidly.

● Make sure you deal through a reputable broker, who is a member of the London Commodity Exchange, Cereal House, 58 Mark Lane, London, E.C.3; London Metal Exchange, Plantation House, Fenchurch Street, London, E.C.3; London Gold Futures Market, 3rd Floor, East Wing, Plantation House, E.C.3; London Grain and Feed Trade Association, 24-28 St Mary Axe, London, E.C.3.

Tim Dickson reports on Start Up funds

Backing the high flyers

PRIVATE investors will soon get another chance to back the potential high flying companies of tomorrow—and at the same time shelter some of their highly taxed income. But before they succumb to what will undoubtedly be a tempting opportunity, they should also carefully consider some of the possible drawbacks.

At least three new funds taking advantage of the generous provisions of the Government's Business Start Up Scheme, are expected to be launched in the next two to three months and certainly one big name will be among them. Electra Investment Trust, for example, whose £8.7m Electra Risk Capital (ERIC) is currently the biggest in the field, has already said it is giving "serious consideration" to a follow up launch.

The Business Start Up Scheme was introduced in the 1981 Finance Act and modified a year later. In a nutshell—the full conditions run to more than 20 pages—the scheme gives individuals tax relief at their top marginal rate on investments in a new company up to £20,000 a year. "New" is defined as up to five years old, financial businesses are among those excluded, while the shares have to be held for at least five years to qualify for relief.

The provisions are nevertheless generous by any standards—they mean (taking the best possible case) that the net cost

of a £10,000 investment to anyone paying 75 per cent tax is only £2,500.

The scheme was designed primarily for Aunt Agatha—or her rich doctor and dentist—to make equity commitments on their own account. But conscious that individuals might have few opportunities to meet the right entrepreneur, the Government late in the day made provision for what are known as Approved Investment Funds (AIFs). These Funds are run by professional managers who act as intermediaries between the individual and the cash seeking businessmen, although shares in each of the companies they back are owned beneficially by the investors.

According to the Inland Revenue, there are now 10 AIFs in the UK with combined capital resources of roughly £15m. Beside ERIC most of them are tiddlers and due as much as anything to the unwillingness of professional advisers to come to grips with the legislation and the marketing restrictions of the Prevention of Frauds (Investments) Act recent offers have drawn a disappointing response. The Colegrave Fund, for example, initially aimed to pull in £3m but in the end only managed to raise £325,000.

All except the Midlands-based Mercia Venture Capital—which is open ended—are now closed to new investors. But with new promoters clearly believing that the demand is still there new opportunities to invest will shortly be announced.

The first point to remember is that tax relief is not available until companies in which the money is invested have been trading for four months. (On past experience managers make their investments in stages stretching over perhaps a year so the relief is effectively staggered). A subscription to a fund launched between say now and the end of the

certainly not be offsettable against 1982/83 gross income.

Whatever the tax benefits, investors should not forget that their money is still very much at risk. New businesses are always vulnerable at the time, AIF is professionally managed and by its nature has a spread of companies, some of them will inevitably fail. The failures indeed are always likely to appear before the successes as the liquidation of Carnival Ceramic Industries—one of the companies in the First Basilidon fund—vividly illustrates.

Some observers have also suggested that fund performance may suffer because of the obvious pressure on managers to invest the money quickly. (The sooner this happens the sooner relief is available). "One fund adviser admitted, 'My feeling is that while decisions may be commercially justified at the time, some managers would certainly prefer to be able to wait until better opportunities cropped up'."

The manager of a leading institution-backed venture capital fund, meanwhile, believes AIFs could be "in danger of devaluing venture capital currency." He points out that because of the relatively high tax investors can still make a respectable gain "even if the fund makes a loss."

The same commentator is also worried that small AIFs do not have sufficient resources to help rapidly expanding companies which come back for a second or third capital injection. In this context it is notable that ERIC, which hopes to have invested £3m in about 35 new ventures by the end of this tax year, is holding back some £900,000-£700,000 specifically for such a purpose.

To overcome some of these difficulties Patrick Taylor, a partner with accountants Cooper and Lybrand and an expert on the Start Up Scheme, feels that tax relief should be available when money is com-

The March issue of The Banker will be discussing

- ★ Aims and progress in harmonising the EEC's regulations for the banking sector.
- ★ The supervisory aspects of the banking regulations under discussion in the EEC.
- ★ The European investment bank—a profile of the EEC's bankers.
- ★ ECU—the moves to create a clearing house.
- ★ EMS—is the EMS meeting the objectives of currency stabilisation?

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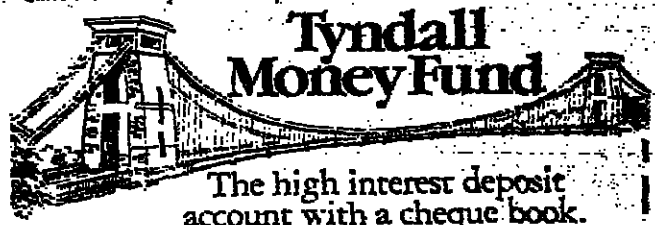
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FT 12/2

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THE FAIR ADVANTAGE. TAKE IT



YOUR SAVINGS AND INVESTMENTS-3

Rosemary Burr explains why you may not get that loan

Giving credit where credit is due

A MAN walks into the bank manager's office and asks for a loan to buy a second-hand Jaguar. He is a part-time worker, living in free accommodation and unable to give his telephone number. Would you lend this man the money?

If this information were run through a computer, the chances are—according to a report published this week by Which?—that the answer would be "possibly." But what if you knew the man was Prince Philip? Which? assumes you would automatically want to say "yes" to his request.

Which? uses this example to back up its conclusion that deserving applicants may be starved of loans because credit rating systems are "too mathematical and precise."

Under a computerised credit scoring system potential borrowers are rated according to such factors as age, employment record, accommodation and financial liabilities. Points are given for each factor, and loans are then granted to those applicants with a score in the right band. Which? says the system gives "a spurious impression of perfect accuracy."

While Which? magazine accepts that credit scoring has a respectable role to play, it is using this Royal example to highlight the need for certain safeguards.

In September the Offices of

Fair Trading (OFT) suggested that there should be a code of practice for credit scoring and advised users of the system to respond. The OFT argues that credit scoring benefits both the customer and the borrower but there is a risk that some people may find themselves unfairly refused credit as traditional methods of credit assessment are replaced by more automated credit scoring systems.

Not surprisingly those companies which use credit scoring are quick to defend the practice. Mr Basil Damer, director secretary of the Finance Houses Association, says "I feel a lot of the disquiet is based on ignorance and any consumer organisation perpetuating that disquiet is doing a disservice to consumers."

National Westminster, which two years ago introduced credit scoring when assessing personal loans, argues that it "allows us to say yes, rather than no."

The bank thinks credit scoring is a cheap and quick method of assessing credit worthiness and means the customer can shop for a loan by post rather than having to take time off from work to see his bank manager. NatWest says that if someone's credit score does not add up to the right number of points then the decision would be back in the lap of the manager, who would probably arrange a meeting.

however, have generally tended to shy away from its use claiming that they base their lending decisions on personal knowledge of the customer.

The OFT is now sifting through the responses of various associations but no decision is likely to emerge until April. Some financial institutions fear the OFT will step in and tell them exactly how to quantify various factors when totting up credit ratings. At the moment there is no uniform rating system or way of compiling



Basil Damer adds: "All the evidence available suggests that credit scoring techniques make credit available to a wider range of people than purely judgmental techniques." Also he stresses that "for large companies credit scoring is necessary to use on the grounds of cost."

Credit scoring was developed in the U.S. and is increasingly used in the UK by mail-order operators, credit card companies, retailers and finance houses. The clearing banks,

however, have generally tended to shy away from its use claiming that they base their lending decisions on personal knowledge of the customer.

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mediaries and tax planners are putting their clients into these bonds in case the Revenue get round to plugging this loophole.

To remind readers, a Capital Investment Bond is a highly complex arrangement of term assurances and a qualifying regular premium contract. All but £1 of the lump sum buys the term assurance contracts, but all the investment in units goes into the qualifying contract.

The Revenue is well aware of the structure of these schemes, because the LOA has briefed it on more than one occasion. The lack of response implies either that the Revenue accepts this concept, or else that it can only deal with one problem at a time.

It is obvious that if there is going to be a clampdown on these bonds, action will not come until the Budget, if then. And if nothing happens in the Budget more life companies can be expected to launch a similar product.

Eric Short

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Your stake in £275m

HARD ON the heels of my article last week about the growth in higher interest accounts comes news of a new money market fund. The latest addition comes from the stable of the money brokers Tullett & Riley.

Last year the brokers hired David Hagan, an accountant who has worked in the City for 13 years (latterly with another sizeable money broker) to set up a subsidiary offering cash management vehicles for the public.

The first of these to come off Hagan's drawing board is the money market trust which offers depositors a rate of interest just beneath that of wholesale money market rates. Next in line will be a multi-currency roll-up fund based in Jersey which should emerge this autumn.

The money market trust is managed by the brokers' new subsidiary Tullett & Riley Money Management, a licensed deposit taker. The money market trust consists of a sterling call fund, where sums are available on demand, and a sterling 7-day fund, where a

week's notice is required before money can be withdrawn.

Interest is credited pro rata to each depositor in both funds on a daily basis. A management fee of 1 per cent per annum is deducted. The daily rate of interest of each fund is published the following day in the Financial Times.

The minimum deposit in the call fund is £10,000 and that in the seven day fund is £2,500. If clients' balances fall below these floors the managers may insist on repaying the customer the whole of the deposit.

The money market trust is similar to those run by Simco, a subsidiary of money brokers Mercantile House, and Mahan. There is no debtor/creditor relationship between Tullett & Riley Money Management and the depositors. Clients retain beneficial interest at all times in the underlying investments.

In line with the Bank of England's unofficial edicts on money market funds, the assets are invested in low risk paper and are matched at all times. Loans by the call fund, for example, are made only at call or overnight.

The funds are audited quarterly by Spicer & Pegler, an independent firm of chartered accountants. Tullett & Riley Money Management has deposited a sum sufficient to satisfy the Bank of England in the fund. This sum is subordinated to the rest of the deposits, which ensures that in the unlikely event of things going wrong the managers would be the first to bear the brunt of the financial pressure.

More money funds are likely to emerge over the next few months. So far, however, no British stockbroker has followed the example of his American cousins and launched a fund linked to an equity investment service, so that an investor could easily switch in and out of the equity market.

There is now about £275m in money market funds and higher interest rate deposit accounts offered by licensed deposit takers or banks. Save and Prosper's high interest account launched last month is attracting £3m a day and has reached an impressive £50m already.

Rosemary Burr

Mouseholes revisited

LAST SEPTEMBER, an article in these columns referred to the Inland Revenue's attitude to life assurance tax avoidance schemes, under the heading of the "parable of two mouseholes." The simple story was that if there were two mouseholes next to each other, then both must be blocked up in order to keep out the mice.

The parallel is that last year, linked life companies were marketing two highly efficient tax avoidance schemes using life bonds—the popular secondhand bond and the lesser known Capital Investment Bond.

The Revenue took great pains to announce the ending of the favourable tax status of secondhand bonds, even though the method used will not appear until this year's Finance Bill. But it did nothing about Capital Investment Bonds and the September article pointed out that like mice, when tax planners find one loophole closed they rush to the other.

The linked life companies are keeping a low profile on sales of Capital Investment Bonds, but sales are extremely buoyant. Many insurance inter-

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This major new WEEKLY advice service pays special attention to every new USM placing, alerting you in advance so you can get in ahead of the crowd. To give just two examples, STOCK MARKET CONFIDENTIAL tipped USM newcomer Bio-Isolates (Holdings) at 25p when it was launched last May and gave a sell recommendation on December 15 when it stood at 330p—a rise of 1,060% in just over 5 months. As recently as January 19 we tipped Wright Collins Rutherford Scott when it was placed at 175p. The following week on first days dealings it rocketed to 340p.

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AUSTIN REED tipped at 100p. 14th. September. Sell recommendation 133p. 3rd. November. +33%.
BAKER'S HOUSEHOLD STORES tipped at 105 1/2p. 10th. August. Sell recommendation 136p. 20th. October. +29%.
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PROPERTY

Searching for 'listed' homes

BY JUNE FIELD

GETTING one's home "listed" as of architectural importance is a mixed blessing. When a house is used to own was given the accolade because it possessed "group value," being one of a terrace of 16 Regency dwellings, the immediate reaction was of having acquired some cachet.

The snob appeal soon wore off. Cash for essential repairs did not appear to be part of the "honour," and if anything one was more often than not hampered by the various rules and regulations that applied to necessary alterations and even urgent maintenance. Nevertheless, listing obviously goes some way towards preserving the past.

The actual categories of properties protected by the Department of the Environment are ancient monuments such as Stonehenge, the "Conservation Area" which can exist in any village, town or city, and listed buildings which can vary from Battersea Power Station, built in 1939, to an ancient tithe barn or a period house.

Buildings are listed in three grades—I, II with a star, and II. Currently there are said to be some 300,000 buildings listed throughout the whole of Britain, and a new scheme was recently launched to complete the listed buildings register of England in three years. Phase I is already being undertaken by some 20 county councils, and the next phase, which involves the private sector, is due to start any time.

What can be done to help the owner of a period home? David Mitchell and Robert Brown, conservation experts at Savills, consider that owners should be given an incentive to repair and maintain listed buildings. "We believe there is a simple solution, make expenditure on the repair and maintenance to the fabric and outstanding architectural features of a building allowable against tax."

"Tax relief would be spread over a ten year period to make the scheme politically acceptable. In the event of a sale within that time the relief would stay with the house and the benefit would pass to the purchaser."

While they would like to see greater penalties for demolishing or altering a listed building without consent, they point out that it should be appreciated that the listing process is not

sacrosanct. "As Sir Hugh Casson has said 'listing means no more than it says. It permits time for study and for second thoughts'."

There are various specialist services to help you to find or sell a listed house. The D.O.E.'s Historic Buildings Bureau, 1 Savile Row, London, W.1, send out free quarterly lists of places for sale through estate agents, and three fairly recent organisations started up by enthusiasts for period property, run on a commission basis, will send leaflets about how they work.

Listed Houses is a new company set up by Michael and Brenda Savers as buyers' agents for historic buildings. "Fundamentally, we aim to put potential buyers of old and historic houses into contact with vendors' agents. We accept fees from successful buyers, so we are competing with nobody and the estate agents are, without exception, treating us as equals and co-operating fully," Michael Savers told me.

They are in active contact with over 200 estate agents' offices in Shropshire, Herefordshire, Worcestershire, and the fringes of Gloucestershire and Wales. "No potential buyer could manage this unless doing it full-time. Most of our clients are in south-east England and seeking escape to quieter places."

As a lecturer at Keele University, in History of Technology, I was constantly talking, reading and writing about historic buildings and their design and construction methods. I decided it was time to stop talking and do something. Having moved to Shrewsbury and with the experience of searching for purchasing and organising the accurate restoration of a listed house, I left the university last year to run Listed Houses full-time. My wife, a geography graduate, is a partner in the business, and she will become more active when her teaching contract ends later this year.

They will look at properties for subscribers, reporting both on the attractions and disadvantages. "Remember that we shall be acting for you, not the vendor," reminds Mr Savers, who will send monthly lists of places for sale to subscribers for £10 a year from 23 Saint John's Hill, Shrewsbury, Shropshire, Commission for a purchase following an introduction is 1 per cent of the purchase price up to £100,000, thereafter on a sliding scale.

The Historic Buildings Company, Chobham Park House, Chobham, Surrey, charge a registration fee of £15 for a year's mailing of their Period Property Register, which currently includes an 18th-century former cobbler's shop in Ludlow, £29,500, and a converted Victorian clock mill in Surrey, £140,000. The company also run a special marketing service to sell your house, or it costs £55 to put your property on the register.

Actress Judy Frankel, who runs the company, believes that period property does not sell by location, as traditionally expected: "Buyers are more often concerned with a particular style—manor or mansion, Queen Anne or Georgian, are more important than a particular area." Husband and co-partner Brian Leadson, is a construction engineer as well as the "building doctor" for the magazine *Period Homes*, dealing with the problems of the magazine. The magazine costs £12.75



Pendell House, in 17 acres in Egham, Surrey, Grade I listed 17th century house attributed to Inigo Jones, carefully restored and modernised. Offers invited in excess of £350,000 through Paul Hutchins, Hampton & Sons, 6 Arlington Street, SW1, and Savills, 20 Grosvenor Hill, W1.



Lea Hall, in 61 acres at Lea-by-Bachford, near Chester, dates from before 1870. There are 6 bedrooms, 3 bathrooms, a minstrel's gallery, tennis courts, stables and paddocks plus a range of listed farm buildings with planning permission for conversion to 5 residential units. Details G C Adams, Jackson-Stops & Staff, 25 Nicholas Street, Chester, and Berrford Adams of Chester, who are seeking a cash price up to £100,000, including postage for a year's issues, to Joan Clark-Hall, Period Home, Caxton House, High Street, Tenterden, Kent.

Home Search was started recently by Carolyn Chisholm, wife of a City merchant banker. "The idea which sparked it off came when I was determined to think of a business which I could run from my own home, did not need large financing to start it off, and would fit in around the life of my three children aged six, four and two and their nanny."

"Today's property buyer needs help from someone who is concentrating on their individual needs, and is ready on their behalf to put in as much leg work as is necessary."

A deposit of £100 to cover telephone calls, petrol, fares and so on is required, and 1 per cent of the purchase price of a property bought through details provided by the service. Explains a booklet from Mrs Chisholm, Home Search, 27 Strawberry Hill Road, Twickenham, Middlesex.

CHESS

LEONARD BARDEN

WHEN Bobby Fischer abandoned chess after his victorious world title match against Spassky in 1972, those who knew him well predicted he would come back only if his money ran out. Fischer's significant earnings from chess in the past decade are meagre: a mini-match against an IBM computer, an appearance on the Bob Hope show, an exhibition game with President Marcos in Manila, and royalties from his book *My 60 Memorable Games* (Faber).

Negotiations for a Fischer-Karpov match in the mid-1970s failed despite three or four personal encounters between them. It was said that Bobby's initial words were: "Why don't you leave the Soviet Union?" but the major sticking point was Fischer's insistence on a time-less test with the winner the first to 10 games, draws not counting.

Recently there have been fresh developments. One report claimed that Bobby turned up at the home of U.S. grandmaster Peter Bilyas, offered to play five-minute chess, and scored 17-0. No game moves have appeared, even though one would expect a GM to be able to reconstruct parts of such games from memory.

Now the Dutch newspaper *De Telegraaf* is trying to arrange a match between Fischer and Holland's chess hero, Jan Timman. Fischer has related his demand for an unlimited number of games, asks for a fee of \$1.5m, and wants to play in a hall with no public admitted. Extra requests not reported in earlier Fischer negotiations are a fee of \$5,000 per meeting (cash in envelope) for pre-match discussions; and that he should be referred to as "the world champion." In Bobby's eyes Karpov is only the champion of FIDE, the World Chess Federation, an organisation he has always considered "commie-dominated."

Unless there have been remarkable changes in Fischer's behaviour patterns, the Timman match looks as surely doomed to be a non-starter as all Bobby's earlier negotiations. The problem is that a normal match involves far too many logistic stages at any of which Fischer can turn tail and run. Nobody has tried to arrange what in my opinion is a better prospect: a blitz match lasting only a single day between Bobby and another strong grandmaster.

When Fischer claims he is the only world champion, few will agree. But it is worth remembering that he is still the unbeaten world champion at blitz chess. The year was 1970, the venue Herceg Novi in Yugoslavia. Competitors in the five minutes per player game event included Tal, Korchnoi, Petrosian, Hort and Smyslov, yet Fischer beat them out of sight with a score of 19 out of 22.

The U.S. Chess Federation in its magazine *Chess Life* periodically bemoans Fischer's departure and its effect on their membership figures, which dropped from 60,000 at the peak

to 40,000 now. They have never tried offering Bobby a blitz match, but now there is a natural opponent. Yasser Seirawan, reigning U.S. champion, is 22, beat Karpov last year at Phillips and Drew in London, and has been described as "looking like the young Errol Flynn." In the latest FIDE rankings, Seirawan has moved up among the top dozen 2,600-plus super-GMs.

Of course, plenty of parties would bemoan it if Fischer made a comeback only in blitz chess. But we have waited a long, long time for a more orthodox return, and Fischer will be 40 next month. In any event, it would be interesting to see how Bobby would react to such a proposal: perhaps some sponsor reader of this column would like to try it?

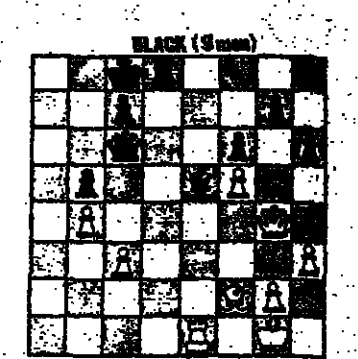
WHITE: V. Korchnoi.

BLACK: R. J. Fischer.

(Herceg Novi 1970).

1. P-Q4, N-K3, 2. P-Q4, P-K3, 3. N-Q3, B-N2, 4. P-Q4, P-K2, 5. B-N3, P-K4, 7. Q-Q: N-B3, 8. P-Q3, N-K3, 9. N-Q2, P-B4, 10. P-Q3, N-K3, 11. P-Q4, P-N3, 12. R-N1, P-B4, 13. P-B3, P-B5, 14. P-Q4, P-KN4, 15. P-R5, R-B3, 16. N-P3, N-P3, 17. N-N3, R-N3, 18. B-Q2, N-K3, 19. K-R1, P-N3, 20. P-P, N-N3, 21. R-B3, R-K3, 22. P-R3, N-N3, 23. K-N1, N-B3, 24. B-K1, N-N1, 25. R-Q2, N-B2, 26. B-B3, N-N1, 27. Q-K2, R-N3, 28. K-B1, N-N3, 29. P-N, B-P ch, 30. K-B2, N-N3 ch, 31. B-N, B-B3, 32. Resigns. The decisive double threat is B-Q4 and Q-R5 ch.

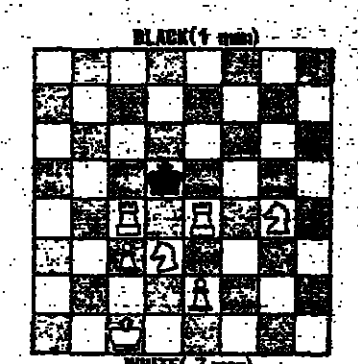
POSITION No. 481



WHITE (9 mm)

Hulak v. Hort, Wilk aan Zee 1983. White (to move), with level material against a leading world grandmaster, has to make a critical decision. Should he (a) initiate pawn exchanges by 1. QxP, QxP, 2. QxP, QxP or (b) prefer the safety play 1. R-QB1?

PROBLEM No. 481



WHITE (7 mm)

White mates in three moves, against any defence (by Dr W. Speckmann).

Solutions Page 14

BRIDGE

E. P. C. COTTER

TWO HANDS from duplicate pairs intrigued me, so I pass them on to you. Let us look first at this deal, in which everything hung on the opening lead:

N
K 6 3
Q 10
K Q 9
A K 8 6 2
W
A Q 10 7
K 7
6 5 2
J 10 5 4
S
J 8 2
A J 8 5 2
J 4
Q 3

With neither side vulnerable. North dealt and opened the bidding with one club, to which South replied with one heart. The opener now rebid two trumps, fully justified by his 17 points, and raised his partner's rebid of three hearts to four hearts, which became the final contract.

West did some hard thinking before he selected his opening lead. It was obvious that his partner's hand was almost worthless—it was no good looking to him to defeat the contract. For this reason he decided against a lead of either minor suit, and came to the conclusion that spades offered the only hope. North's rebid of two no trumps placed him with the King of spades. Should he lead Ace and another spade, hoping that East had the Knave? No, South might easily have that card himself. Finally, West decided that the only chance of collecting four tricks was to find his partner with a fast entry and the spades evenly divided between declarer, dummy, and East.

With his plan formed, West led the spade Queen, dummy played the King, holding the trick, and the declarer returned the Queen of trumps from the table. West won with the King, switched to the diamond six, and was delighted to see his

spade return allowed. West to cash two tricks and defeat the contract.

This play is not uncommon in the middle of a hand when the defender can draw some conclusions from dummy's cards but West must be congratulated on adopting this play on the opening lead.

Here is the second hand, dealt by South with North-South vulnerable:

N
K J
K 7 6
Q J 10 7 3
8 5 3
W
8 2
Q J 10 9 5
8 3
8 6 2
J 9 2
S
A Q 10 7
A 4 2
K 9 4
K 7 6

South bid one no trump on his 18 points, and North raised to three no trumps. With a nice solid heart sequence, West led the Queen, dummy played low, East dropped the eight to give the count, and declarer won in hand with the Ace. Diamonds had to be developed, so declarer led low to dummy's ten, East had been doing his homework—he could see 10 points in dummy and 10 in his own hand, and could place South with at least 16 for his opening bid. That meant that West could hold nothing outside his two heart honours except, possibly, the Knave of clubs. If he held that card, there was just a chance of working a swindle on the declarer.

He took his diamond Ace at once, and switched to the Queen of clubs. The declarer, who placed the Ace with West, felt that his only hope was that East had at least four clubs, and that the suit would be blocked if he ducked twice. East continued with the ten, declarer played low again, and East now played his Ace, dropping the King, and defeated the contract with his fourth club.

You may think that the declarer played stupidly, but suppose that West had held Ace and two other clubs—in that case his performance would be

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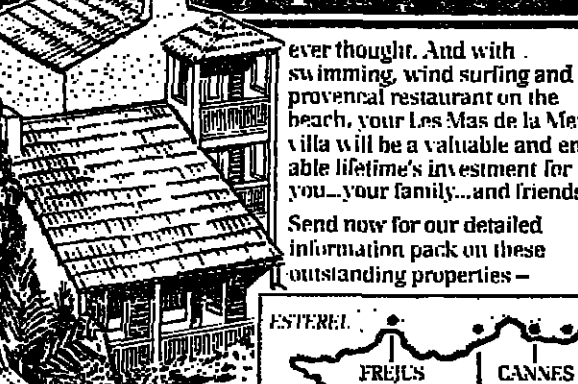
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BOOKS

Battles not so long ago

BY BRIDGET BLOOM

The Battle for the Falklands
by Max Hastings and Simon Jenkins. Michael Joseph, £10. 372 pages

A Message from the Falklands: the life and gallant death of David Tinker, Lieutenant, RN.
compiled by Hugh Tinker. Penguin Books, £1.95, 214 pages (paperback)

The Falklands War: The Full Story
by The Sunday Times Insight Team. André Deutsch, £8.95, 274 pages (hardback), Sphere Books, £2.50, 261 pages (paperback)

Eyewitness Falklands: A Personal Account of the Falklands Campaign
by Robert Fox. Methuen, £9.95, 352 pages (hardback), £1.95, 335 pages (paperback)

The Winter War: The Falklands
by Patrick Bishop (The Observer) and John Witherow (The Times). Quartet Books, £2.95, 158 pages (paperback)

Gotha! The Media, the Government, and the Falklands Crisis
by Robert Harris. Faber and Faber, £2.95, 158 pages (paperback)

Two out of every three people in Britain now believe there is "no point taking over events" of last summer's Falklands campaign. That, at least, was the finding of a recent Gallup poll. The poll was taken in the wake of the Franks report, which exonerated Mrs Thatcher and her Government of blame for the Argentine invasion. The boredom it suggests people are beginning to feel over official preoccupation with the Falklands may or may not indicate a waning enthusiasm among Britons for reading about the actual campaign.

There has certainly been a plethora of books about those brief but intense 10 weeks which ended eight months ago. I have to admit personally to a low level of tolerance for the more "instant" among them — perhaps because I covered the campaign myself (though, I should add at once, from the safety of my FT office). I want more than the "I was there and wasn't it exciting" touch.

Of the books reviewed here, two stand out. Max Hastings and Simon Jenkins' *Battle for the Falklands* is without any doubt the most rounded and the

most readable account of the war and its origins, while the small collection of David Tinker's letters to his family is without question the most moving.

Hastings and Jenkins — distinguished journalists both — say in their foreword that they hope they have produced "more than instant journalism, if necessarily less than instant history." They have done just that — and it is no mean achievement. They manage a distance from their subject which gives their analysis and narrative both clarity and authority, yet they have not lost the immediacy and excitement of what are such recent events.

Of the books reviewed here, only the Sunday Times Insight Team makes an attempt to analyse not just the campaign but how it was, last April, that Britain found itself (in the harsh words of David Tinker) with 23,000 men going to the "other side of the world to fight a colonial war over a fairly dreadful piece of land inhabited by 1,800 people." Unless, like Robert Fox, one is quite unashamedly (though quite interestingly) writing a personal account of the war itself (he covered it the uncomfortable way) there seems to be little point in a book which does not begin as near to the beginning as possible.

One may agree with the Franks committee that the government could not have foreseen the actual date of Argentina's invasion. But surely the real question is how Britain arrived at the point where the government felt it necessary to fight a war which a few months earlier opinion polls would surely have shown not only to be peripheral to Britain's interests but virtually inconceivable in any circumstances.

It has been fashionable to put the blame for this state of affairs on the Foreign Office and the intelligence community. Hastings and Jenkins are also harsh on the FO (or rather Jenkins is, for as political editor of *The Economist* he seems responsible for the political analysis while Hastings, who was with the task force, takes care of the campaign). Surely it was the duty not of officials but of politicians to "mobilise a constituency of political opinion for compromise."

But a close reading of their excellent account of the same period dealt with by the Franks report (published after they'd gone to press) points the finger

squarely at Britain's political leaders, not her officials. The authors bring out clearly how successive Prime Ministers and their cabinets (Labour and Tory) relegated care of the Falklands to the most junior of ministers, all of whom without exception then advised compromise with the Argentines even if that meant a less than perfect deal (like leaseback) for the Falklanders — and all of whose advice was then ignored when the going got rough in the Parliament stirred up by the tiny but highly effective Falkland Islands lobby.

The most abject lack of courage was surely when Mrs Thatcher's cabinet failed to back Mr Nicholas Ridley, before or following his "mindless harrowing" from MPs of all parties in the House of Commons in December 1980. (In one of their few howlers Hastings and Jenkins have this

débatte occurring in February 1981.) The activities of the Falklands Islands Committee, which so effectively lobbied MPs, is surely one of the under-covered aspects of the whole affair — though it is better treated by Hastings and Jenkins than it is by the Insight team. Despite (or perhaps because) of their three editors and 23 listed reporters, the Insight book is altogether much less balanced or thoughtful and I suspect accurate than *The Battle for the Falklands*.

The Winter War is a depressingly slight account of the campaign by two young journalists sent at short notice with the task force. It is a pale shadow of Robert Fox's more substantial if equally personal account. Fox covered the Falklands campaign for BBC Radio (and occasionally for the FT). It is by far the most authoritative, if not the most easily digested account, for example

of the capture of Goose Green. Gotha! — which takes its title from the tasteless banner headline of the Sun describing the sinking of the Belgrano — covers the media covering the Falklands, not, in general, a very edifying spectacle, though Robert Harris rightly points out the inadequacies of the Ministry of Defence's press releases as well as those of the popular press.

David Tinker's letters are a salutary antidote to what he himself terms the "War Mag" approach of the popular Press. Tinker, recently married and on the way up in the Navy, was serving with the task force on HMS Glamorgan and was killed when the ship was hit by an Exocet missile two days before the Argentine surrender. His posthumous letters show how he first viewed the diversion of his ship to the South Atlantic as something of a lark. But as the peace initiatives fail he becomes

increasingly critical and sceptical, sometimes of the admirals but mostly of the politicians back home. "From the way that Maggie Thatcher has reacted one would imagine that the Russians were already in Bonn: not that we were fighting for a rocky island which Mr Nott had planned to leave completely undefended by mid-April," he writes to his parents on May 14. And he left the heroics for others: he told his father later that "the war just happens: we do shelling of shore positions and we get attacked by aircraft. We dislike both and the time when everyone is relaxed and happy is when we are 'legging it' away from the action at 29 knots."

Perhaps prophetically (though he wrote just before the fighting started) he said: "Once people in Britain see... they have to pay for a war or naval patrol in taxes, they may get fed up with the Falklands anyway."

Putting them all out

BY PHILIP BASSETT

States of Emergency: British Governments and Strikebreaking since 1919
by Keith Jeffery and Peter Hennessy. Routledge and Kegan Paul, £14.95, 312 pages

Burst pipes pumping out water into the street. Raw sewage being discharged straight into rivers. Six million people boiling their water before use. Up to 20,000 properties cut off altogether from main water supplies. No more appropriate time could be found for the publication of this study of the Government's contingency plans for dealing with seriously-disruptive industrial disputes than a first-ever all-out national water strike.

It has been fashionable to put the blame for this state of affairs on the Foreign Office and the intelligence community. Hastings and Jenkins are also harsh on the FO (or rather Jenkins is, for as political editor of *The Economist* he seems responsible for the political analysis while Hastings, who was with the task force, takes care of the campaign). Surely it was the duty not of officials but of politicians to "mobilise a constituency of political opinion for compromise."

But a close reading of their excellent account of the same period dealt with by the Franks report (published after they'd gone to press) points the finger

studies of industrial relations is the "vital, concealed area of contingency planning, in which ministers and officials try to calculate the point at which trade union demands will plunge the country into chaos and privation and how best to mitigate the effects of stoppages in essential industries and services."

Or, to put it another way — as the book's subtitle is not afraid to do — strikebreaking. An ugly, dirty word; but in their dense, careful examination of the Government's emergency machinery, from the Industrial Unrest Committee in 1919, to the Cabinet Office's Civil Contingencies Unit (CCU) today, Jeffery and Hennessy show in great detail that administration of contingency planning is not a neutral, technical exercise or a mere exercise in the use of the most draconian measures to break strikes — anything from troops, tanks and gunboats, to the proposed Strikes (Exceptional Measures) Bill of 1919, which would have given government statutory power to close down public houses.

Drawing mainly on Cabinet and other papers now available,

the authors give an extraordinary insight into Whitehall's response to crippling strikes up to 1951, when suddenly the 30-year secrecy rule on Government documents turns off the tap. From that point on, they have had to rely on the clandestine assistance of unnamed CCU "moles." Even so, their work — based largely on a series of revelatory articles Hennessy wrote for *The Times* in 1979 — is ground-breaking. It lays out, in previously unobtainable detail, official planning to deal with strikes by power workers, water workers, oil tanker drivers, road haulage drivers, and others.

One newspaper recently quoted "one former senior member of the CCU" as saying that it was "nonsense" to suggest that the CCU had a "great big machine" which could be set in motion to deal with strikes. While the authors show that high unemployment, which restricts labour mobility, tends to lead to downgrading of the current Government strike breaking organisation both in importance and in funding, it is precisely this cut-off of hard detail, in 1951, which reinforces a belief

that the CCU is still hard at work. The cumulative effect of the book's account makes such an assumption inevitable.

The impact of the book is such as to cause surprise. In 1913, when today's Cabinet papers are released, they do not show discussion and planning similar to that surrounding the coal miners' strikes of 1921 or the docks' strikes of 1948 and 1949.

The overall conclusion, apart from a plea for greater openness from Government on such issues, is that contingency planning is a constant and extensive element of official thinking. Despite this, though, it suggests that planning may not be enough to deal adequately with the sort of emergencies envisaged by the CCU. As one Whitehall insider says: "You cannot run a modern industrial society from the CCU. Give you can do is buy time — give yourself a bit more room for manoeuvre." As the water strike showed, where strikes by steel, Civil Service, rail and health workers did not, if the consequences of the emergency caused by the strike are too great, then even manoeuvrability may not be enough.



Catherine Dickens: maligned wife

Dickens' dames

BY ANTHONY CURTIS

Dickens and Women
by Michael Slater. Dent, £15.00, 468 pages

There were many women in the life of Charles Dickens, as in that of most men — Baronsess Burdett Coutts, for instance, with whom Dickens worked on various committees to improve the lot of unfortunate women. But what Michael Slater implies by his title *Dickens and Women* are the women who played an absolutely crucial role in the life of the novelist, helping to form both his personality and his art.

These were: (1) his mother, Elizabeth Dickens, who sent him to work in a blacking factory when he was still a schoolboy; (2) Maria Beadnell, the banker's daughter who toyed with his infatuated love for her when he was a young man, and whose rejection of his hand spurred his ambition; (3) his wife Catherine, who bore him 10 children and whom he cruelly repudiated after 22 years of married life; (4) his wife's sister, Mary Hogarth, who died young; whom he adored and whose untimely death he never recovered from completely (cf. *Tennyson* and *Hallam*, Victoria and Albert); (5) his wife's other sister, Georgina, who continued to live in his house after his separation from Catherine; (6) Ellen Ternan, the actress, many years his junior, who became his mistress after he had performed with her in Wilkie Collins's melodrama *The Frozen Deep*, and who precipitated the collapse of his marriage in the 1850s.

All these ladies not only played an important part in Dickens' life, but also provided material for his novels. There are characters belonging to his mother, for instance, in Mrs Micawber and elsewhere; and of Maria Beadnell in Estella, in

Great Expectations. Accurate information about them has been given to the public only piecemeal over the years. The obfuscation was begun by Dickens himself when, in order to scotch the rumours that were rife about his love-affair, he had to put an announcement about the state of his marriage in *Household Words*, the magazine he edited. The Ellen Ternan affair was suppressed in the early biographies, and most modern biographers — have followed Dickens' friend John Forster in dealing with his treatment of Catherine. Mr Slater has done all admirers of Dickens a service by giving them in this volume a full breakdown of all the known facts in the life of the most strictly biographical evidence alongside the literary parallels. He is in a position to know what he is talking about, not only as a leading Dickens scholar, but also as editor of *The Dickensian* for nine years.

He sees the shadow of Maria Beadnell hovering not only over the figure of Estella but also contributing to the treacherous, cold-blooded character, Steerforth. Mr Slater is not prepared to swallow wholesale a Catherine blackmailed by some biographers (including, most recently, the *Macmillan*). Clearly, she had much to contend with: the strain of creativity turned Dickens into a domestic monster. We can observe the same process at work in the lesser instances of Hardy, Gissing and Maugham (beware of marrying a novelist!); but, unlike them, Dickens was able — with amazing creative distancing — to portray his own marital monstrosity in the figure of Quilp in *The Old Curiosity Shop*. This is a characterisation belonging to his mother, for instance, in Mrs Micawber and elsewhere; and of Maria Beadnell in Estella, in

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The Joke
by Milan Kundera, translated by Michael Heim. Faber and Faber, £9.95, 267 pages

Outsiders
by Gillian Avery. Collins, £6.95, 206 pages

The Good Son
by Craig Nova. The Bodley Head, £7.95, 436 pages

Milan Kundera's *The Joke* was his first novel, published in Czechoslovakia a year before the Prague Spring; after which Russian tanks put an end to joking. It appeared in most of the West's languages but in English was mutilated, manipulated and cut. This is the first English version of his author approves and very finely the English reads.

It is one of those rare novels that say much about more than its ostensible subject. The joke that ruins Ludvik's life in 1948 is a pinprick to debate his beloved's solemnity. "Optimism is the opium of the people! A healthy atmosphere stinks of stupidity! Long live Trotsky!" he writes rashly on a postcard and is expelled from Party and university, sent into a penal battalion and, head shaven, put to work down the mines, all progress blocked, an enemy of the system he has supported, the friends he has loved.

Fifteen years later, back for revenge and reappraisal, he sees again the girl he formerly loved across a wire fence. Then she stole flowers from a graveyard to bring him, tokens of fate and personality and even history make his vengeance meaningless. The hard-liner who fixed his expulsion not just from the Party but in effect from life itself has, by the liberalised mid-1960s, joined the bundles and become liberal himself. The moral wrangles to suit ideological change affect not just opinion but feeling, action, relationships.

On the nature of these changes, of love and its effects, of the particular and the general, the time factor in love and in relationships, Ludvik (who is narrator only part of the time: others take over) speaks sometimes almost as artist, creator as well as protagonist whose life is the source of his artistry. Louis Aragon called *The Joke* "one of the greatest novels of the 20th century."

On another level altogether, Gillian Avery, always intelligent, well-informed and good company, is so much a part of the Victorian world in which she is steeped that her novels are not so much "historical" as modern in another period. Onlookers has it both ways, half of it being set in today's world, half a century ago, and uses one of her familiar themes — detection without crime. Who, if not Louise Fleming, wrote Louise Fleming's Diary,

a bestseller to rival the Edwardian Lady's? A prickly young academic, one of those who love yet resent the world they have climbed to from humbler beginnings, is commissioned to write a book about her. The hundred-year-old Diary has excited the devotion, almost passion, of a society dedicated to her memory. A half-hearted worshipper, he is sickened by the mendacious cult and suspicious of the Diary's authenticity, and gets his comeuppance, social as well as literary, after an appalling Oxford dinner for the true disciples.

The second half takes us back to a beautiful, vacuous school-girl incapable of writing the diary and its real author, Margaret, the local vicar's daughter. Taking over the persona and history of Louise and therefore hiding behind her, Margaret experiences the reluctant wooing of handsome Sir George, with whom she is secretly, awkwardly in love; and as if writing a novel, she uses her own experience of the countryside, its people and its doings, to make a story out of the months before Louise's engagement. The Victorian atmosphere is superb, so authentic; it just belongs there, like the understated furniture and fittings.

Craig Nova's *The Good Son* is a curious, attractive American novel written in a style so



Gillian Avery and Milan Kundera whose novels reviewed today range from Victorian England to contemporary Czechoslovakia

relaxed and low-key you scarcely notice, at first, its dramatic oddities, its at times almost gothic grotesqueness. The time is the early 1950s, the America a rich eastern country of strong social contrasts (I was reminded of *Fire Easy Pieces*), the son a veteran of the second world war whose experience in it make him unsuited, at times, to

the life expected of him and his father's social ambitions — the suitable marriage, the polo, the broad acres. As in Kundera's book the narrator shifts, chapter by chapter, spreading the emotional load. An impressive novel at times, it nonetheless slips away towards the end, leaving one wondering, unsatisfied.

Tararaboomdeay!

BY BARRY RILEY

The Coming Boom
by Herman Kahn. Hutchinson, £7.95, 237 pages

Herman Kahn appears to have mostly stopped thinking about *The Unthinkable*; his latest book often seems more like an exercise in wishful thinking. It reflects a significant shift which can be seen among many other right-wing American economic writers — all the books on crisis and slump have disappeared from the shelves, to be replaced by tomes excitedly discussing the "new boom." The coming boom, according to the subtitle of the book, will not only be economic but also political and social, though it never becomes very clear just what a social boom might be.

The reason for this shift in U.S. economic publishing is not merely that the market for doom and gloom has been satiated — though that may have played a part — but also that this is very much the territory of long cycle theory. Such cycles move downwards, but also, in the end, they turn up. Kondratieff fore-shadowed a crash bottoming out some time in the early 1980s, and the optimistic way of looking at that is to say that the boom is about to begin.

Kahn prefers to talk about the Archetype Long Cycle, which starts with a Sobering Context (roughly where we are now) and proceeds through an Expansion Psychology, eventually reaching, however, *A Day of Reckoning*.

Perhaps all this is what one would expect from a famous scenario merchant, but it is a little disappointing that he does not concentrate upon justifying his framework. Part of the impact is lost through the vagueness of some of the writing. For example, at one point he writes: "Our contention is not entirely provable, but it's based on more than sheer speculation." And again: "The economy will to some extent be dynamic, though not highly so." It is hard to know what such statements mean. But more damaging is Kahn's tendency to shoot off at a tangent, spending many pages in devising artificial solutions to financing problems, or promoting schemes for low tax systems (in the U.S., 8 per cent VAT and 12 per cent income tax would do the trick if applied across the board, he thinks).

Thus Kahn's views on inflation accounting are unoriginal, and do not really fit into a

vision of global recovery. There is too much micro in the macro. However, his central theory is certainly an optimistic one. Although the U.S. economy has been treading water as its citizens learn to deal with many current problems (for instance, high energy prices) many corrections are being achieved. The result will be revitalisation, and U.S. GNP could double between 1980 and 2000, when poverty as at present defined will have disappeared from the U.S. "except as pathology or personal choice."

A key factor underpinning this revitalisation will be the exploitation of new technology. The economy will move up an S-shaped curve through a super-industrial phase, followed in the early part of next century by a transition to a post-industrial society (though he is vague about what this might be).

But what about alternative scenarios? Will we be incinerated by nuclear war, will there be an ecological catastrophe from pollution of the biosphere, will there be a genetic calamity from the use of new chemicals or will resistant pests and viruses cause worldwide famines or epidemics? "Highly unlikely," thinks Kahn. Let us hope so.

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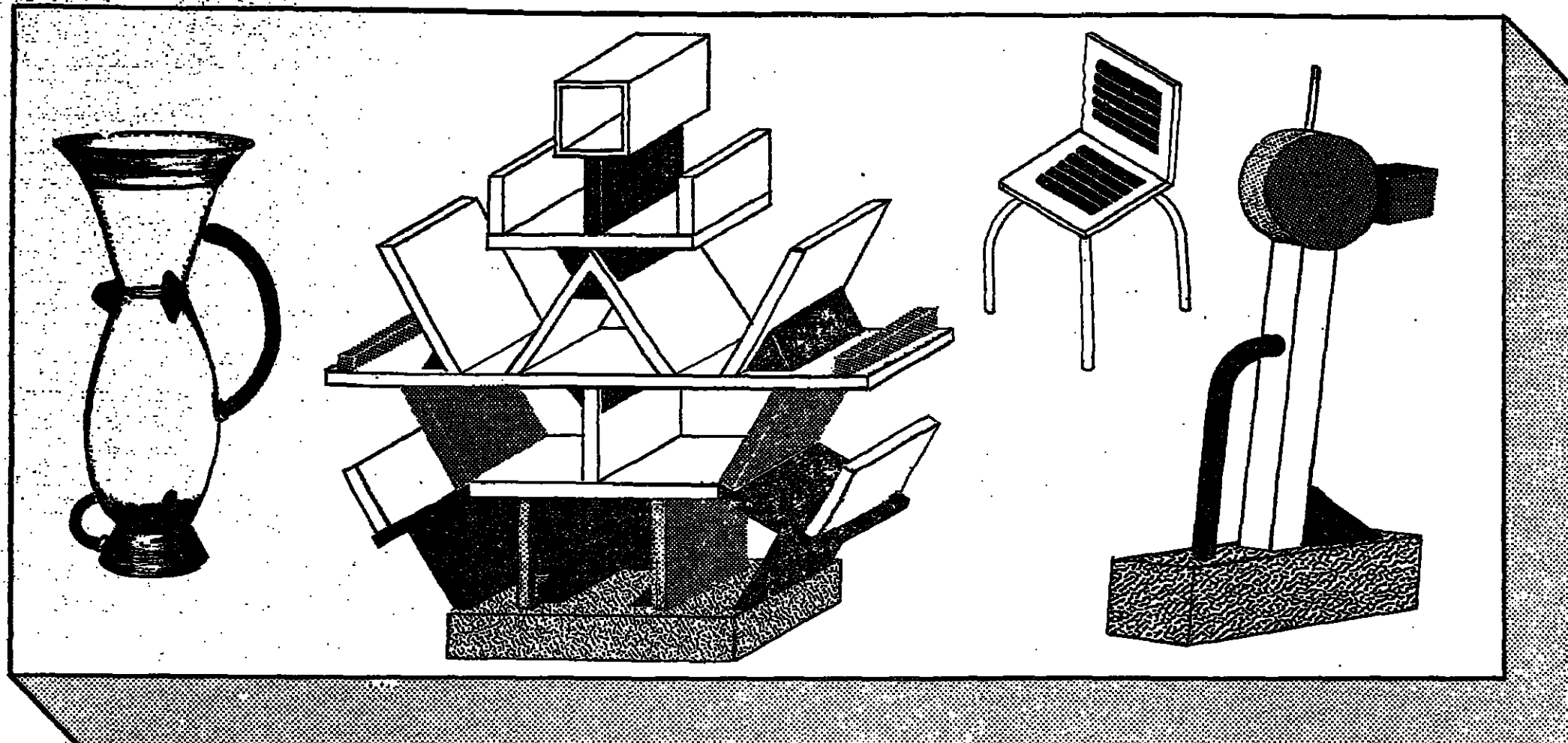
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HOW TO SPEND IT

by Lucia van der Post



THE SHAPE OF THINGS TO COME

Anybody who has any serious interest in what is happening to domestic design today and who hasn't already been to the Memphis exhibition at The Bellerhouse at the V and A should hurry along to Liberty of Regent Street, London W1 and take a look at the whole Memphis collection of furniture and artefacts that are gathered there from Tuesday onwards.

Liberty has bravely decided to give this highly idiosyncratic collection a retail platform in London so that people may not only see but also buy any piece if it happens to appeal and if they have a cheque book ample enough.

Memphis, for those readers who have not caught up with the phenomenon, could be called the newest, most anarchistic, most avant-garde of the design movements currently around. The sketches above will give you some flavour of the collection.

Started in Milan in 1981 by a group of radical architects and designers (led by that 65-year-old enfant terrible of the Italian design world, Ettore Sottsass) it created an instant sensation among the world's press gathered there for the annual furniture show. Its bright primary colours, its deliberate flouting of all

the previous rules in the design book ("form should follow function," "fitness for purpose," "less is more" or at its use of jazzy plastic laminates, its wayward shapes, its conscious sending-up of the whole "good taste" ethic, had the design press reaching for their notebooks and polishing up their adjectives. It was variously greeted as a significant new movement, an important design statement, and, alternatively, as a self-indulgent exercise by a small inner clique deliberately setting out to provoke.

Both points of view, of course, are true. Anybody who thinks the whole business is just a joke should think again. If it were, it would be a very expensive joke, for Memphis, with its airy premises in Milan's Corso Europa 2, costs the kind of money to run that people don't spend just for fun.

Ernesto Gismondi, head of the highly successful Artemide company, producer of endless streams of conventionally beautiful and internationally acclaimed lights, is investing large sums in Memphis not just for fun, not just on whim, but because he believes there is no other way forward. He believes that the whole, existing design language has been exploited to the

full. Everything that could be said in that language has been said. He believes that the public, perhaps as yet still subconsciously, has had enough of the whole beautiful, rational, over-refined approach to design and that it is yearning for something different.

He doesn't pretend that he can be sure that Memphis is the answer. He only would claim that Memphis poses the questions that have to be asked, however expensive the exercise turns out to be. Not a man to stand on the sidelines and applaud loudly while other people take the risks, he wants to be right in there in the midst of the hottest design debate for decades.

The sort of questions the Memphis collection poses have been admirably put by Penny Sparke in her "Reflections on Memphis" written for the leaflet printed for The Bellerhouse exhibition. "How can we avoid the autocracy of good taste? How can we turn the meaning of the object from one of status to one of ritual? How can we re-inject vitality, wit and open-mindedness into design? How can we sidestep the overwhelming power of manufacturing companies?"

Anybody who stops to think about the nature of the objects with

which most of us surround ourselves will realise at once that these questions do need to be asked. Most of us have accepted for so long the dicta of the "good taste" approach to design. The pop movement of the Sixties did something to break the mould, injecting some wit, vitality and freshness into the over-severe, over-rational approach, but once the ripples closed over that particular stone Bauhaus reigned once more.

Memphis is for those who don't believe in certainties, who feel that to be alive at all is to ask the question "Why?"

So go along and view the Memphis collection. What you think of it hardly matters—it just matters that you think.

Anybody who falls in love with any of the pieces will be able to buy—if the one on view has already gone, it will be possible to order another. Prices will strike most of us as irritatingly high—the cheapest item on sale is a white porcelain cup called Omega, designed by Matteo Thun at £18.50. There is also a beautiful white porcelain tray by Matteo Thun which costs £150 and on it, exquisitely arranged, is a collection of white porcelain objects—a pepper box, salt shaker, tooth-

pick holder and tray, £25 each.

Second left is the Carlton Sideboard by Ettore Sottsass. Its colours are a large part of its character—bright orange, chrome-yellow, red, olive green, plum, yellow cream and black and it all adds up to one of the most idiosyncratic sideboards I've seen but £2,250 is a high price to pay for such individuality. The Riviera chair in wood and laminate, second right, by Michele de Lucchi costs £220. The Tahiti table lamp with a black and white laminate base, bright yellow stem, pale pink globe and red outlet, is by Ettore Sottsass and is £400. Finally, the Altair Amphora.

Sottsass and is £650 (shown on left).

Though the prices are undoubtedly high and the pieces seem quirky, there are those who believe that these will be true collectors' pieces of the future. Karl Lagerfeld, designer for Chloe and now for the Chanel couture house, has filled his house with Memphis pieces. What it all adds up to is an exciting adventure. Nobody can be sure where it will all lead. As Ernesto Gismondi himself put it: "We are taking a (design) revolution and revolutions are never sure or certain."

Postscript

INSTEAD OF wasting precious time in Florence or Venice tracking down those beautiful little shops that specialise in exquisite Italian papers you can now buy from a small exclusive shop in London instead. Called simply The Italian Paper Shop, it is to be found at 87, Lower Sloane Street, London, SW1. There you will find all the authentic marbled papers, the printed Florentine ones, the original Carta Varese hand-blocked sheets at prices that range from 30p and go on up to £5 a sheet.

For 30p you could buy some printed Florentine paper, while your £5 would buy you a sheet of Florentine or Venetian marbled paper. The original Carta Varese hand-blocked sheets vary between £2 and £3.50.

The shop is a mecca for book-binders but the paper is also used for covering table-tops, furniture, trays and other objects—floor and water paste, the shop tells me, is the best glue to use for such purposes.

For those who like to buy their objects ready-made there are photograph albums, address books, sketch books, pads of writing-paper, box-files, desk sets, blotters and endless other small items covered in these infinitely varied and beautiful papers. There are also painted marbled papier-maché masks, wooden animals created out of marbled paper, and kaleidoscopes. Anybody who has seen the papers will remember the delicacy of the colours and the amazing variety of the hues in which they come.

There is, alas, no mail order service available as yet but the shop does sell a unique wall-stencilling kit by post. For £13.50 you can buy a Roller-decor kit—this includes a machine or small tank to hold the paint plus a roller with one of the stencilled patterns they sell. There are some 50 different patterns, all of which provide a relatively easy way of giving a painted wall a hand-finished look. Extra rollers are £3.50 each. Write to the shop for details.

It appears that something like 86 per cent of video cassette recorder owners use their machines for recording programmes at an inconvenient time and then watching later when they have the time. Comforting to know we're not turning into a nation of soft-porn addicts. But for all those who, having recorded something into that small black oblong box fail to remember exactly which programme it is,

Warnes Wipers have an answer to the problem.

For £1.99 you can buy a small kit which includes 12 stick on labels and a special pen. Once stuck on these labels can be used and re-used almost at infinitum—the label has a special surface onto which is written the name of the programme recorded. When it is changed, the title can simply be wiped off with a damp cloth, and there is a clean label, ready for re-use. Called "Write 'n wipe" you can buy them by post from Warnes Video Labels, 23 Waverley Road, Putney, London SW15.

THOSE who are themselves left-handed will no doubt be aware that some 10 per cent of the population is left-handed and that of those under 40 years of age the proportion is nearer 1 in 5. Readers who find themselves in this largish minority group will no doubt remember the Men and Matters piece just before Christmas which showed that there was a very low level of left-handedness among chief executives in the U.S. compared with the nation as a whole. Last any left-handed aspiring chief executives be downcast by that information. Further research assures them that this is due almost entirely to the fact that when these American executives were at school it was very much the fashion to try to turn left-handed children into right-handers.

Be that as it may, now that it is all right to admit to being left-handed, services have sprung up to cater for their needs. Left-handed by Post, for instance, will sell anything for left-handers by mail—whether it be pens, potato peelers or corkscrews.

Alastair Cowan, who runs Left-handed by Post, informs me that proper left-handed scissors are what the left-hander most needs—if not properly designed the left-hander can't see the cutting action and the movement actually forces the blades apart instead of together. He sells 22 different types of special scissors by post, from nail scissors to 12-inch carpet shears.

Then there are tin openers, an address and telephone book with left-hand index, fountain pens and devices to help the left-handed bricklayer or gardener. Write to Left-handed by Post, Noddfa Lydard, Monmouth Gwent (enclosing two second-class stamps) for a comprehensive brochure and price list.

MENTION the word pancakes and my children come running from all directions, expecting to find piles of them swimming in lemon and sugar, served instead of any meal you care to think of.

If I told them that the cannelloni they had yesterday was in fact stuffed pancakes they would be horrified that I could have ruined so special a food.

The versatility of the pancake makes it rate very highly in my culinary calendar. When the larder is suddenly lacking in all those handy items like pasta, rice, beans, or even potatoes, remember the pancake. It can stand in for almost anything.

Take this idea, for example, which is very popular with my family.

CRISPY PANCAKE NOODLES
Whisk a basic pancake mixture (such as 2 eggs, 4 tablespoons flour, 1 tablespoon olive oil, 1 pint milk and a pinch of salt, left to stand for 1 hour) make a number of not-too-thin pancakes and allow them to cool. When cold, cut them into strips about the width of a tagliatelle and deep fry, not too many at a time, until crisp and golden.

Serve sprinkled with a little salt and offer a really concentrated tomato sauce made with onions, garlic, marjoram, chilli and anchovy essence to accompany any grilled meats or even cold meat.

Now think of the pancake as if it were lasagne or cannelloni. Just imagine the scope it offers. Use exactly the same recipes, just substitute pancake for pasta.

Layered pancakes make a change from the rolled-up, stuffed way of presenting them. Here are two recipes I have developed which work very well either as lunch or supper dishes or as a starter at a dinner party (especially the salmon recipe). Served with a very delicate mayonnaise they are also good cold. The pancake recipe above will make eight to 10 depending on thickness and the size of pan.

LAYERED PANCAKES WITH BEEF AND SPINACH

Serves 5 or 6 (8 as a starter).
10 pancakes; 1 lb minced beef; 1 lb spinach; 6 oz cottage cheese; 1 heaped tablespoon Parmesan cheese; a good bunch of fresh parsley; 2 tablespoons tomato purée; 1 glass red wine; 3 cloves garlic; juice of 1 lemon; 1 egg; 2 oz butter; 2 tablespoons cream; plenty of freshly ground black pepper; salt.
Finely chop the parsley and two cloves of garlic and lightly fry in a little oil. Add the minced beef and brown it. Add the wine and tomato purée, then season. Cover and simmer until tender. Push the cottage cheese through a sieve and combine with the egg and Parmesan.

Batter times ahead

BY JULIE HAMILTON



Cook the spinach in plenty of fast boiling water for about five minutes then purée it, adding the garlic, 2 oz of butter and lemon juice. Season generously.

Select a deep soufflé dish or terrine that has roughly the same circumference as your pancake. Lay a pancake on the bottom of the dish and spread a layer of the meat over it. Cover this with another pancake, followed by a layer of spinach, a pancake, a layer of cream cheese, pancake, meat and so on until all the ingredients are used. Finish with a pancake on top of the cream cheese. Dot with butter, sprinkle with Parmesan and pepper and pour the cream over. Cover with foil and bake in a hot oven until bubbling—approximately 25 minutes.

To serve, cut like a cake, in wedges. If you are serving this as a lunch or supper dish, tomato salad is all you need as an accompaniment.

SALMON LAYERED PANCAKE
Serves 4 (or 6 or 8 as a starter)

I would love to make this recipe with fresh farmed Scotch salmon but as yet the price does not encourage me to cook in such a way when tinned salmon will pass very well.
1 (220 grammes) tin pink or red salmon; 6 oz curd cheese; half tin anchovy fillets; 1 teaspoon lemon juice; 1 teaspoon hot chilli sauce; 1 egg; a good pinch of marjoram; 1 lb

butter; 1 teaspoon allspice; salt and plenty of freshly ground black pepper; a few drops of wine vinegar; 8 pancakes.

In a food processor combine all the ingredients except the puréed French beans. Taste and make sure that it is strongly seasoned. Now proceed in the same manner as for the previous recipe, dotting the top with butter and Parmesan but no cream. Cook covered in a hot oven for about 25 minutes (approximately 375°F to 400°F (gas mark 5 or 6)). Serve as before.

An excellent stuffing for pancakes can be made with cream cheese (or ricotta or cottage or curd) and finely chopped (not puréed) cooked spinach combined together with an egg beaten into the mixture. The pancakes are rolled up and arranged in one layer in a gratin dish. Spoon sour cream over them and put in a hot oven for about 15 minutes.

Perhaps you would prefer these Hungarian pancakes.

GREEN PANCAKES

Batter made with 1 lb flour, 2 eggs, 1 teaspoon caster sugar; 1 pint milk, a pinch of salt; 1 lb cooked and very well drained spinach, seasoned with pepper and pushed through a sieve; 3 or 4 oz grated cheese.

Combine the batter and the spinach together and fry in the usual way to make green pancakes but they should be a little thicker than normally. Spread grated cheese on each pancake, roll up and arrange in an oven-

heat through in a hot oven for about five minutes.

Here is another Hungarian recipe which stimulates the imagination.

GARDENERS' PANCAKES
As many pancakes as you need; mixed, cooked vegetables in season, drained and coarsely chopped; 8 oz sour cream; 4 oz grated cheese of your choice.

Combine the grated cheese and sour cream. In a terrine or casserole layer the pancakes and cook as previously described for the salmon recipe. Add cubes of cooked ham or flaked smoked fish or lots of herbs—almost anything you fancy. Serve it as a first course or main course or simply as a vegetable dish to accompany roast or plain grilled meat.

You could prepare several a day or so ahead and cook them at the last minute for a party. And you can experiment with the fillings. Try different puréed vegetables, for example, paying attention to colour as well as flavour, and minced cooked chicken flavoured with paprika (which also colours it). Or try different curried vegetables, layered with slightly thickened yogurt combined with an egg. To thicken yogurt hang it up in butter muslin to let the whey drip out. Do it for an hour or so, depending on how thick you want it.

And, of course, you can use the same technique for a dessert layered pancake—cream cheese flavoured with almost any fruit and an egg added.

Or make a thick compote of puréed fruit alternated with sour cream or yogurt. Add chopped toasted nuts to one of the layers. Fry breadcrumbs in butter until crisp, add allspice and sugar and use as an in-between layer to add another texture as well as flavour.

Finally a Sunday night supper dish.

3 or so pancakes per person (they could have been made ages ago and frozen between sheets of greaseproof paper); 1 small egg per person; portion of chopped mushrooms per person; 1 chopped onion; some finely chopped parsley; sour cream or double soured cream with a little lemon juice.

Fry the mushrooms, onions and parsley in butter, covered for about 6 to 8 minutes. Season generously with salt. Beat the eggs well and add them to the mushroom mixture. Stir well and draw off the heat. Now spread this well-seasoned, runny mixture over each pancake, rolling them up as fast as possible to prevent the mixture oozing out too much. Place stuffed pancakes in an ovenproof dish, seam down in one layer, cover with sour cream and bake in a hot oven for 15 minutes. Serve with hot French bread.

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ARTS

Doom and gloom

I complained last week about the predictability of the events in a play where a railwayman marked the unwelcome end of his working life by walking in front of a train. Last Sunday, in George Baker's *Just a Hunch*, Captain gave us an identical plot. Only this time it was an old Polish-born lady whose 33 years in a bread-shop were terminated when the shop was sold. Helena (movingly played by Miriam Karlin) didn't have to go so far: she went to a farewell party given by her ex-boss, where she talked happily with an assortment of characters who might all have set off sub-plots, but in the evening were only stage-dressing and then went off to her fate under a train on her home-bound route.

Two railway suicides in a week is alarming as an indicator of current thought; but when the *Wind Blows*, Radio 4's Monday Play, was more alarming. This was adapted by cartoonist Raymond Briggs from his own cartoon book. It

Hilda was upset because after the bomb she couldn't hear *The Archers*. I bet she will be able to. The BBC carried on wonderfully between 1939 and 1945, and *The Archers* will be the ideal emblem between the Government instructions we shall be deluged with. Much of Radio 4's drama is deliberately emblematic. Take a play like *Sirens* by Carolyn Sally Jones last Wednesday. A chap takes a holiday with a former school-master for whom he had a worshipful admiration as a boy. The schoolmaster has a young wife. He is still capable of inciting the same kind of feeling in his ex-pupil (which I suspect was not altogether how Miss Jones imagines it). We have, in fact, a good old emotional quadrilateral—admirable entertainment for a Wednesday afternoon in the shelter, but not much to do with life at the top.

And just as well. Last Sunday Radio 4, in a very unemotional mood indeed, gave us an hour's talk on schizophrenia in *The Image of a Troubled Mind*. I found it fascinatingly interesting, but, as with all radio (or newspaper) advice about health, I felt there must be a danger that we who listened to it might decide that we were sufferers. (The diseases I've caught from the pages of books) In days of post-nuclear stress we might easily decide that we should be liable to "go mad," and it is a sort of consolation to know that schizophrenia appears to arise from physiological causes, not environmental. Less of a consolation, perhaps, to know that it may be genetically transmitted. No objective test is known, or foreseen, for diagnosis. (In the U.S. until lately "schizophrenic" just meant "unsuitable for private psychotherapy.") At any rate it is good to know that we can rule out environmental stimuli of the kind that Jim and Hilda undergo.

RADIO

B. A. YOUNG

tells of the adventures of Jim and Hilda, characters that have appeared in Mr Briggs's previous works, when they decide to build a nuclear shelter. Jim (Peter Sallis) is a practical chap, and with the aid of a couple of official handbooks that don't always give the same advice he runs up a shelter for the pair of them. Hilda (Brenda Bruce) pays him little attention, being always more concerned with the details of everyday housekeeping, which she seems to imagine will continue unchanged after the bomb.

They survive the explosion of the pre-emptive bomb all right, but they have only the vaguest ideas about fallout, which they envisage as a kind of snow. So they succumb miserably to radiation sickness. Mr Briggs rather die under a train; but that is a fate that can be avoided with reasonable care. On the other hand, if it's Mr Briggs's theme that we're all going to have to cope with nuclear fallout sooner or later, and might as well get used to the idea, he may find the trains plunging through hordes of dispirited citizens one day. His couple are simply drawn simple people who converse in what sounds like the writing in cartoon balloons. The evocative direction was by John Tydemann.



Peter Blake in front of "The Definitive Nude" panel of paintings.

William Packer reviews the career of Peter Blake

Bewitched by fairies

Peter Blake, that wonder-child of British Art (was it really so long, all of 20 years and more, ago?) is now just turned 50 and enjoying at last the full retrospective at the Tate that he has long deserved. He is wise enough, moreover, to acknowledge his luck in having been left out of that first, perhaps premature round of celebrations visited upon his peers ten years or so ago. Fifty, after all, is no great age and certainly not for an artist of Blake's temperament, experience and quality. And in his particular case, the evidence of his career so far, as it is now presented, suggests that there could be no better time for a fresh start, a redirection of creative energy and application.

To criticise his work, in the true and serious sense, is not necessarily to damn it, but rather, by measuring it against an independent response, to encourage and perhaps to help. Blake seems unable, or unwilling, to accept the distinction. He is also honest enough to confess his hurt at adverse criticism; and the stockpile of spent slings and arrows, which he exhibits in his supplement to the catalogue, makes the point for us. There, alongside a number of admittedly crude and ignorant assaults that must have hurt like mad, we read at least as many that are clearly well-meant, perfectly legitimate, and even complimentary in their intention (a small batch of Good Reviews follows; and as I am quoted in both Good and Bad,

I have nothing to complain of than a misprint). To be fair, the obloquy has fallen on him pretty generously throughout and precipitated rather more by the nature of his interests and pre-occupations than by the fact of the work. His particular engagement these dozen years past with images of Fairy and childhood continues to whip up quite a storm, but accusations of triviality, tastelessness and waste of talent, marked his Pop years too. But a painter's interests are his own affair and what he makes of them as paintings is the real matter.

And how good the paintings of Blake's first 15 years are, from his student days to the middle sixties and most especially those of the middle fifties around the time he left the Royal College. There we see him as a true original, a natural Pop artist in that in advance of the critical label he has fascinated, entirely sympathetic and self-conscious concentration upon the bric-a-brac of his own everyday world, was as unself-consciously absorbed and expressed through his Art.

The label badges, the plimsolls, the Player's Weights packets and the Spiv and Wide-Boy lies, the spotty writhers off to the Saturday Morning Pictures: it was all natural and immediate to his personal experience and yet stated with an innate formal sophistication and inventiveness that was quietly influential. How easy his progress from the ABC Minors, with their comics, to his Circus Ladies, with their tattoos and

geometric glitter, Dixie, Darling of Midway, and Sirol, She-Devil of Naked Madness and how easily their balloon heads and hanging limbs were to become the commonplace of sixties student imagery.

In every case the statement is reconciled to the image to a nice, the scale just so, the technique immaculate but never insistent, just enough said, or rather done. Nothing of it is very large, which is an important point; and so it continues through the wrestlers, pin-ups and strippers of the sixties, small images, certainly, but modern standards, jewel-like in both their precision and surface. For Blake is not by nature free and uninhibited in his work, but will refine and fix, if possible, absolutely. Many of these things are left unfinished, uncommenced as it were, but at this time there is imminent in the work an intelligent and practical tension.

So we move on to the end of the sixties, to the Alice watercolours and then the enduring preoccupations with Titania and her Fairy Court; and something of that old tension remains, here and there, and something has gone. Quite what it is, is hard to say—something as intangible as a personal confidence or belief in the work, perhaps. Certainly, looking back at that older work, confidence is one of its principal qualities, and with it, a commitment to the image and a finality that remain impressive. Even those simpler, and generally larger works of the time, the Pop and Film Star doors and walls, part collage

and part a bright and simple modern heraldry, are full of energy still, and have lasted very well.

What can be said is that up to the middle, even the later sixties, Blake never seemed to doubt his own capacity to live off the extraordinarily rich diet of imagery on which he had grown up. That process of assimilation and, if you will, excuse the metaphor, expression, in the best sense of the word, is thoughtful. But then, perhaps, came a moment of self-awareness, and with it self-doubt. The heresy that the artist really should work upon a programme of ideas creeps in.

It is not at all by chance that the best of the fairies are the smaller studies, the lists and categories, the half-starts and early suggestions. What to do with the material is the problem; and where Blake continues to be at his most exasperating is in the amplification, in the self-conscious machine, the great work. For we live in an age that still persuades the artist that larger is better than smaller; and he forgets that Chardin, Watteau, Vermeer, de Hooch were masters too. Blake cannot sustain the large scale in paint, which is a matter of fact and not at all of shame. Nor does he need to prove himself to us by telling us a story, expounding a theme. Let him read Margaret Murray on the Little People as much as he likes; but the more like his little boys, off to the pictures on a Saturday morning, his fairies are, the more true to him they are likely to be.

Don Juan the Lover

by MICHAEL COVENEY

The thrust stage at the Crucible Theatre in Sheffield has been transformed into an Andalusian bullring of white heat and red dust. From an up-stage grandstand, the cast observes the blood lust of an amoral matador in red silk. Patrick Mower, dashing in style and flashing of smile, enters through the audience to manipulate the crowd's applause, and the theatre's lighting—and the affections of the world's women.

This remarkable opening to Michael Boyd's production of *Don Juan the Lover* is the first of many confidently executed pleasures. Mr Boyd is one of our most talented young directors and his own version of the legend is adapted from two principal sources, Moliere's play (1664) and the first of all Don Juan stage fables, Tirso de Molina's *The Trickster of Seville* (c. 1630).

The inter-weaving results in a sunburnt adventure story with a strong dialectical spine. From Moliere we have the Don and Sganarelle debates, and incidents such as the meeting with the beggar, the creditor Dimanche, from Tirso, the picturesque and evocative seductions of Aminta at a country wedding (staged like something by Lorca, complete with castanets, guitars and peasant dancing) and of the beautiful Thibie in a Mediterranean fishing village.

The show is brilliantly designed by Peter Ling and very well lit by Geoff Mearns. Classical statues around the bullring double as chill marble relics in the church; the rinceuse seats serving as pews. An arena of macho triumph becomes at last a temple of judicial intervention.

Music of America

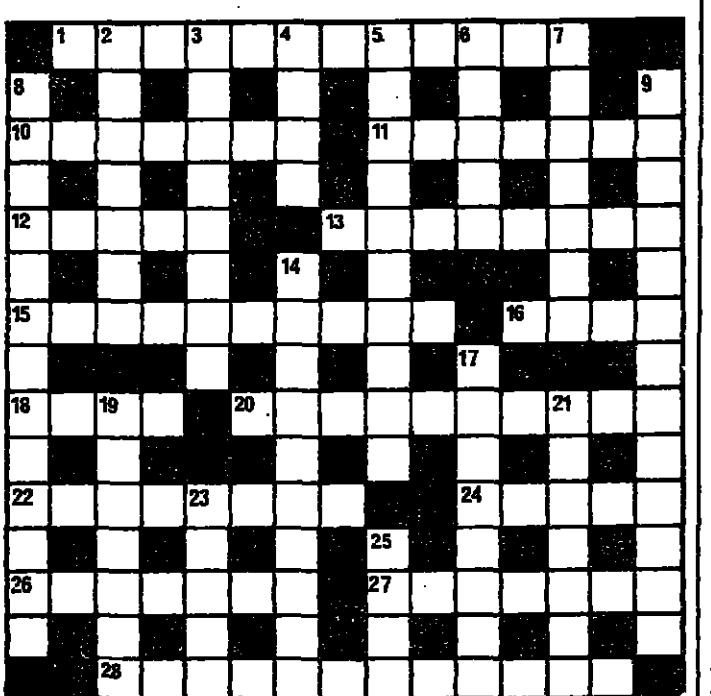
by DAVID MURRAY

ON THURSDAY we heard the last of an enterprising series by the Lantano ensemble at St John's, Smith Square, for which their Cuban-born director Odaline de la Martinez assembled music from the various Americas and from British sympathisers. Among the latter was Camille Lavalade, a moonstruck cycle by Bernard Rands (who now lives in California) for soprano—the excellent Elaine Barry from Electric Phoenix—and nine instruments. Rands' choice of poems to set suggested that concision and variety were his aims; the honorous texture of the music generally sounded later in the night, heavily reliant upon rippling backgrounds and the occasional vivid reminiscence of Rands' teacher Berio. It went down easily, leaving an impression of less than met the ear. The undemanding flow of those Caufi did at least flow; the *recherché* instrumental effects of a "Concerto for 8" by the Mexican, Manuel Enríquez, remained a bald, enigmatic, and then snatched away to make room for another. The Lantano players were greatly resourceful, but no coherent sequence made itself felt, nor any evident expressive intention. There were much more interesting promises in the only U.S.-American work, Elliott Schwartz's Chamber Concerto II, quick-witted and ironically self-conscious. The clarinetist Antony Pay made a dashing guest appearance, but another performance should set more of Schwartz's little vignettes—cartoons, sketches, remarks—in high relief; the music has more facets than Lantano had time to polish.

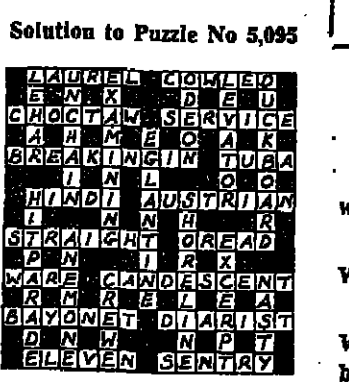
F.T. CROSSWORD PUZZLE No. 5,096

A prize of £10 will be given to each of the senders of the first three correct solutions opened. Solutions must be received by next Thursday, marked Crossword in the top left-hand corner of the envelope, and addressed in the Financial Times, 10 Cannon Street, London EC4P 4BY. Winners and solution will be given next Saturday.

Name
Address



- ACROSS**
- 1 Fine victory by George—second off Kent coast (7, 5)
 - 10 ... and in Germany therefore, endure something painful (7)
 - 11 Lassitude of Archbishop finding nothing in old City (7)
 - 12 To those people dropping aspirate—idle in speech (5)
 - 13 Policeman has the weight to be in charge of building (8)
 - 14 Manor is not possibly for rural economist (10)
 - 16 Wartime wardens come back by acceptable sailing boat (4)
 - 18 Distinctive garb has no limits in Bucks (4)
 - 20 Degrees the reason for his progress? (10)
 - 22 Rushed back to bed I see—sounds like a drug (8)
 - 24 Administrators a 22 (5)
 - 27 Trianon has energy to be public performer (7)
 - 28 A Harrow number 2223 (5, 5, 2)
- DOWN**
- 2 Master's mate is getting on (7)
 - 3 It's nullifying when many go to wrong termini (8)
 - 4 One firm not starting a 12 (4)
 - 5 Metal edge seen on board (10)
 - 6 Saw return of composition (5)
 - 7 She's a Knockout (7)
 - 8 A pommy for one (14)
 - 9 If on this, you could be extended (10, 3)
 - 14 Exaggerated neediework? (10)
 - 17 He gives orders at random maybe (8)
 - 19 Organ cover (7)
 - 21 One politician has a way round? lay it on thick? (7)
 - 23 Attempt to take top off chest (5)
 - 25 Curse Oriental destruction (4)



BBC 1

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Hazel Duffy looks at the performance of the National Freight Consortium, bought out by its employees 12 months ago

A good year for the worker shareholders

"I STILL ask myself the question, why did 10,000 people buy shares in their company," reflects Mr Peter Thompson, chairman of the National Freight Consortium, at the end of its first year as an independent company.

Twelve months ago NFC which groups together several well-known haulage companies including British Road Services, Roadline and National Carriers, travel agency business, was sold by the Government to its employees for £53.5m—the largest buy-out of an industrial company in Britain and quite possibly in the whole of Europe.

It has been a good year for the company's shareholders a fact which was underlined last Saturday when 1,750 of them packed the main hall and adjacent cinema at the Birmingham Metropole Hotel for one of the largest shareholders' meetings ever held in Britain.

The meeting was lively, well-informed and a far cry from the usual perfunctory list of motions which characterises the average AGM.

Mr Thompson is used to talking to his shareholders. Early next month, for instance, he is off to Norwich where he expects 100 and 200 to meet him to discuss the group's progress. All the directors have regular meetings like this now at least four times a year in each region so that shareholders are fully up-to-date.

He readily agrees that the enthusiasm of those who subscribed to the shares last February—and of those employees who did not buy shares at the time but now want to clamber aboard—has been helped enormously by the fact that the going has been good for the company in the past year.

The £1 shares have been revalued twice, so that they are now worth £2.45. The shareholders thus have a capital

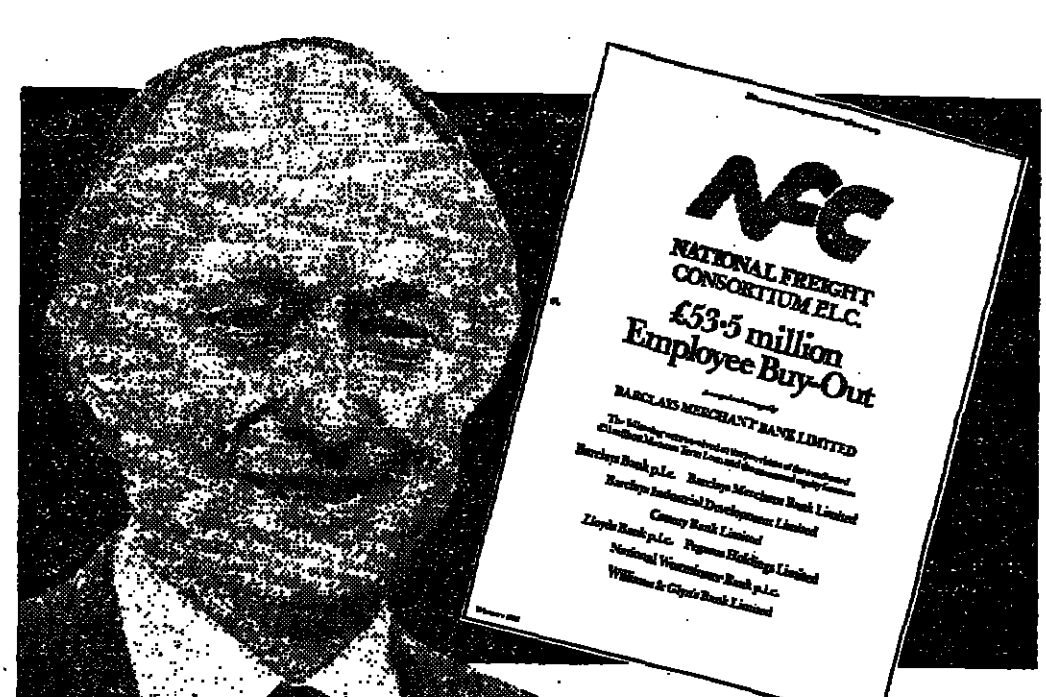
gain, although the shares can only be traded among employees, pensioners and their families. Dividend payments totalling 12p per share net were declared for the first eight months of trading under the new ownership, ensuring that those employees who borrowed money to buy the shares could more than repay the interest on their loans.

It would be tempting to ascribe the success of the new consortium—a trading profit of £13.5m on turnover of £290.1m in the first eight months—to a new mood of dedication among the employee shareholders. In fact, the success of the NFC during a very depressed period for the road transport industry is more the result of commercial decisions taken two or three years ago, as well as sales of surplus property. In the tough, highly competitive, and individualistic road transport business, NFC had been trying for some time to shake off its reputation as a rather sleepy organisation that was "feather-bedded" by being state-owned.

The more successful companies always played down the NFC connection. Mr Geoffrey Pygall, group managing director of BRS and previously head of Pickfords, says: "When I was at Pickfords, being a member of the NFC was not a good weapon to have in your sales armour. Nationalisation was something we just did not talk about."

The new aggressive marketing policy has been particularly successful in contract distribution, where BRS and National Carriers have won some highly competitive contracts with such customers as Boots, Kellogg, Procter and Gamble, Alcoa and Hoover. Fashionflow, one of the companies in the recently formed National Services group, carries all the "boxed articles" for Marks and Spencer.

The changes actually began in earnest six years ago, when



The NFC's Peter Thompson: used to talking to his shareholders

Mr Thompson, ex-Unilever, took over at NFC after a spell with BRS. He set out to inject more commercial thrust into NFC and placed considerable emphasis on employee participation. "I went on a management course run by the American Management Association about six years ago. I was sceptical, but I came back converted to the necessity for a proper communications structure," he says. (Since then, a further 70 senior executives have gone on a similar course.)

At the same time, the pay structure was overhauled with a new system for senior managers which is highly performance oriented—a few high fliers who exceeded their targets substantially increased their salaries by 32 per cent last year. Clerical grades are now also benefiting from performance-related schemes. Pay

bargaining with trade unions, formerly centralised in the hands of the NFC, is now handled by the individual companies at local level. The buy-out has also encouraged the companies to look more closely at experience elsewhere in the group. There is, for example, more willingness to use in-house facilities like engineering services and workshops on a group basis.

Mr Thompson says his own role has been sharpened under the new ownership. "I am much more involved in the success of the business. I have to be completely dedicated when I think of the people who have put their savings into NFC."

He also feels liberated now that the company is no longer state-owned, although the £50m loan which was taken on in order to pay the Government inevitably has a sobering effect

on the freedom with which the company can expand. Here, however, property sales make a difference and 28m of the loan was paid off in January.

Some of the shareholders think that these sales may be taking place too rapidly. The directors listen, explain that they are also investing in new properties, but are well aware that they must take on board what the shareholders have to say.

Indeed, they have decided to conduct an internal opinion poll with the aid of Mori to find out the kind of company that NFC's employees would like it to become.

The results of this poll will be an important ingredient in NFC's future planning. For Mr Thompson is one British executive who does not need to be reminded of the need to carry his employees with him.

Capital gains for the men at the depot

ERIC WARREN, a Birmingham freight warehouse foreman, married with five children, is pleased by his capital gain—more than £2,000 in less than 12 months. And so is his bank manager.

Eric, a small man engulfed by a heavy overcoat and green overalls, laughs. "My shares are good collateral, you know. I can borrow even more money against them."

He should know. He has owned all the money—some of it from his employees—to buy 825 £1 shares in the National Freight Corporation (now Consortium) when it was privatised. Dividends alone on his shareholding have so far been worth nearly £3 a week net of tax.

But Eric, like many of his workmates at British Road Services' Bromford Mills depot near Birmingham's famous Spaghetti Junction, is sceptical about whether share ownership has brought about any significant productivity advances or changes in management-worker relations.

The depot, according to management, one of Britain's biggest, busiest and most profitable road haulage sites, sprawls over 10 acres in the shadow of an elevated section of the M6.

A hotch-potch of old brick buildings, formerly a weaving works, taken over by National Freight some 10 years ago and has been adapted to house computer technology and sophisticated distribution operations.

Kevin Roche, the 32-year-old manager of the contract

hire fleet and an enthusiastic shareholder, argues that Bromford Mills is a good example of the expanding and comprehensive range of transport facilities now being offered.

Around 250 staff and manual workers provide services from vehicle maintenance and driving, to consultancy and computer-based freight brokerage.

But white and blue collars alike seem to be as one in stressing that even under state ownership efficiency was high and there was little scope for productivity advances.

Ron Evans, outspoken manager for the past 14 years of the Birmingham distribution centre, has some 70 drivers working shifts throughout the day and night supplying, among others, Ford car factories with components from the West Midlands.

He prides himself on not being desk-bound. "We are a tight-knit operation. Everyone knows everyone else and what he should be doing."

Most workers had been with National Freight for at least 10 years. "We only want goalkeepers. You can't hit the side-netting too often and still stay in the first team."

He maintains Bromford Mills has always operated as a small, separate profit centre, and would not have survived without meeting its budget targets.

When drivers are asked if any cost savings have resulted from share ownership, they point only to minor things such as switching off lights.

Joe Hanson, a foreman and shareholder, sums up the feelings: "The attitude to work and the job has been fairly constant over the past

10 years. There has been little change."

But he believes that the consortium's dramatic profit improvement could not have been achieved without changes elsewhere in the national operation.

Stephen Hipkiss, computer operator, is equally at a loss to see how share ownership can bring significant cost changes to Bromford Mills. "Yes, I have shares. But it is not something you think about. We may switch off these spare visual display units in the afternoon, but that is about the limit."

Eric Warren, promoted six weeks ago after 12 years on the road, deals directly with his former driver colleagues.

He maintains the great advantage of the share scheme is that those workers putting in effort are now getting the benefit through improved profitability and higher earnings.

The drivers at Bromford Mills, who earn £130 to £160 for a 52-hour week, settled for a rise on January 1 of only 54p. The deal is seen as an interim payment while negotiations continue to give drivers full status.

The trade unions have been placed in a difficult position throughout National Freight. While ideologically opposed to privatisation of a state-owned concern, they acknowledge there may be shopfloor support in an industry bedevilled by its spirit of free enterprise.

Ron Evans cites with amusement the case of a militant shop steward who, while voicing opposition to the concept, put up his money for the shares: "His attitude was: if that's where the action is, I want to be there."

Arthur Smith

Weekend Brief

Jewel of the Deep South restored

No slaves, no run and no lawyers were three of the initial laws set down to govern the 35 families who—250 years ago today—climbed ashore to start work with King George II's permission on the 13th and last of Britain's North American colonies. Lack of slave labour helps explain why, given the onset of an insect-plagued and sub-tropical summer, the majority of them were dead within the year. Most of the settlers had come from the street poor of London.

Their settlement survived, however, to become the city of Savannah and the colony around it grew through a revolution and a civil war and its aftermath to become the modern state of Georgia.

It seemed to an outsider a touch sentimental last Sunday, even in a sermon, for the preacher of Savannah's Independent Presbyterian Church to congratulate the congregation on making it through. But a sense of its colonial past was genuine and, intense among the select congregation.

At a cost of millions of dollars, Savannah's centre has been spectacularly restored. This investment has been made during recent years by a small but very wealthy group of the city's citizens, guarding them, as it turns out, with a tidy pile of property fortunes and returning Savannah to something like the beauty it once



General Sherman gave Savannah to Lincoln as a Christmas present

enjoyed as the jewel of the Deep South in its cotton boom days.

Sunday's Presbyterian service launched a week of semi-quincentenary (sic) celebrations in Savannah. They will culminate tonight in a ball for the restoration's affluent patrons to raise funds for the city's Telfair Art Gallery (tickets \$75 per plate) and other tax deductible contributions gratefully received.

No effort has been spared to associate the ball with the 250th anniversary. The village of Godalming in Surrey—home of Georgia's chief architect and the settlers' original leader in 1733—has a former mayor among the 475 guests who will be sitting down to a pre-ball dinner in three dozen private homes scattered around Savannah's historic district. Twenty years ago, the district

was falling rapidly into disrepair. Its old streets and squares pre-date the American Civil War and General Sherman's 1864 campaign which devastated much of the rest of Georgia.

In a sense, the general was Savannah's first notable patron. He had friends in the city, chose not to raze it and presented it instead to President Abraham Lincoln as a Christmas gift. But decades of neglect thereafter left many of the city's early houses all but uninhabitable by the 1850s.

The credit for mending matters goes by local tradition to seven old ladies in sneakers, who began in 1855 to prevent one of the city's most distinguished buildings being replaced by a parking lot for a mortuary.

Today, city centre houses sell for upwards of \$250,000.

A speech to go down in Erskine May

John Golding MP, would have been a phenomenon even without his epic 114 hour speech on the Telecommunications Bill which stretched with breaks from Tuesday lunchtime until dawn on Wednesday.

In the last couple of years he has built up a position as the key organiser and hatchman of the Right on Labour's National Executive Committee. He was the sole opponent on the party's organisation committee of the endorsement of Peter Tatchell as Labour's candidate in the current Bermondsey by-election. He has now become the big dog man of the Left, regularly attacked and reviled in Tribune.

Through all the party rows he has remained a cheerful, even irrepressible, figure. Aged 51, he is a small, rather disorganised looking man with a dark lock of hair always threatening to fall over his brow. Educated at the University of Keele and the London School of Economics, his career has been based on the Post Office Engineering Union. This is the key to his actions and views.

In the Commons, representing Newcastle-under-Lyme since a 1969 by-election, Golding has been the embodiment of the links within the Labour movement between the unions and the parliamentary party. He was a junior employment minister in the Callaghan administration and was chairman of the all party Employment Select Committee earlier in this parliament. Golding has always fought strongly for trade union rights and this explains his actions in opposition to the privatisation proposals in the Telecommunications Bill.

He clearly believes that it is necessary to demonstrate to the trade unions that at least part

of the parliamentary party is fighting. And even the most die-hard Tory would concede that Golding knows his stuff on telecommunications and has been good humoured in his interventions—which now total over 30 out of 100 hours on the Committee Stage of the Bill.

His protest is also against the way the Bill has been handled but so far he has not changed anything. One epitaph has already been given by Kenneth Baker, who leads the Government on the committee. Golding, he says, will probably be remembered in the constitutional history books for his speech. Baker thinks that the proceedings will lead to changes and so Golding is likely to be remembered as a footnote to Erskine May, the Bible of Parliamentary procedure.



John Golding MP

Economic Diary

YORK business promotion for UK firms at Inter Continental Hotel, W1. Full GLC budget to be approved. GLC Tory opposition launch "alternative budget". Mr Cecil Parkinson, Conservative Party chairman, speaks at provision trade dinner at Grosvenor House Hotel, W1. The Institute for Fiscal Studies holds seminar on "the tax treatment of deep discounted stock" at the Regent Palace Hotel, W1.

TUESDAY: Central Statistical Office publishes provisional index of industrial production for December. Mr Patrick Jenkin, Industry Secretary, opens New

"Foreign exchange risk—1983" at Grosvenor House Hotel, W1 (until February 17). TUC Employment Policy and Organisation Committee meets. Briefing on new links between Abbey National Building Society and Co-op Bank.

THURSDAY: Bank of England publishes figures for UK banks' assets and liabilities and the money stock for mid-January and London dollar and sterling certificates of deposit.

FRIDAY: Central Statistical Office gives preliminary estimate of gross domestic product based on output data during the fourth quarter.

BUILDING SOCIETY RATES

	Deposit rate %	Share accounts %	Sub'n shares %	Others %
Abbey National	6.00	6.25	7.50	7.25 1-year high option, 7.25 6 years sixty plus, 6.75 min. £100, 7 days' notice no interest lost
Ald to Thrift	7.00	7.25	—	—
Alliance	6.00	6.25	7.75	7.25 3 years Money Monthly £1,000 min. Interest paid monthly
Anglia	6.00	6.25	7.50	7.25 3 yrs., 2 mths' withdrawl. notice
Birmingham and Bridgewater	6.00	6.25	7.75	7.25 Extra Interest Shares
Bradford and Bingley	5.75	6.25	7.25	7.00 1 m. not. or on dem. (int. pen.) 7.25 High 1. a/c 3 m. not. (no pen.)
Britannia	6.00	6.25	7.25	7.25 Option Bond, 7.25 2 mths' not.
Cardiff	6.00	7.00	7.75	—
Cardiff	—	7.50	—	* Share a/c bal. £10,000 & over
Catholic	6.00	6.50	7.50	7.50 6 months' deposit, £500 min.
Century (Edinburgh)	6.50	7.00	—	8.00 2-4 years
Chelsea	6.00	6.25	7.25	7.70 3 yrs., £1,000 min. 90 days' pen.
Cheltenham and Gloucester	6.00	6.25	7.25	—
Cheltenham and Gloucester	—	7.25	—	Gold Account—savings of £1,000 or more. No notice—no penalty
Citizens Regency	6.00	6.50	8.00	7.50 3 yrs. Double Option shs. 7.40
City of London (The)	6.25	6.50	7.50	7.50 Capital City shs. 4 mths' notice
Coventry Economic	6.00	6.25	7.50	7.75 4 yrs., 7.50 3 yrs., 7.25 3 mths.
Derbyshire	6.00	6.25	7.50	6.75-7.35 (3 months' notice)
Greenwich	6.00	6.50	7.75	7.75 2 yrs., 7.50 25-day pen./notice
Guardian	6.00	6.50	—	8.25 6 mths., 7.75 3 mths., £1,000 min.
Hallifax	6.00	6.25	7.25	7.25 Extra Interest Plus, 3 months' wdl. notice or loss of interest
Heart of England	6.00	6.25	7.50	7.00 1 mth. not., 7.25 flexi tm. 3 yr.
Hemel Hempstead	6.00	6.25	7.50	7.75 3 yrs., 7.50 3 months
Hendon	6.50	7.25	—	8.00 6 months, 7.75 3 months
Lambeth	6.00	6.50	7.75	8.00 6 mths., 7.75 25 days, 7.25 3 m.
Leamington Spa	6.10	6.55	6.60	—
Leeds and Holbeck	6.00	6.25	8.00	7.75 5 yrs., 3 mths. interest penalty
Leeds Permanent	6.00	6.25	7.25	7.25 3 yrs., £1. a/c £500 min. 7.00
Leicester	6.00	6.25	7.25	7.25 3 yrs., 7.25 3 months
London Grosvenor	6.00	6.50	8.50	7.10 3 mths' notice 1 mth. int. pen.
London Permanent	6.00	6.75	—	7.50 1 m. not. or on dem. (int. pen.)
Midshires	6.00	6.25	7.50	7.25 1 year, 3 months' notice no pen.
Mornington	6.80	7.30	—	—
National Counties	6.25	6.55	7.55	8.00 28 days, 8.25 6 mths., £500 min.
National and Provincial	6.00	6.25	7.25	7.25 3 years, 7.00 1 month
Nationwide	6.00	6.25	7.25	7.25 3 yrs., £500 min. imm. wdl. with penalty. Bonus a/c 7.00 £500 min. imm. wdl. with penalty
Newcastle	6.00	6.25	7.50	7.75 4 yrs., 7.25 28 days' notice, or on demand 28 days' int. penalty
New Cross	6.75	7.00	—	7.00-8.00 on share accs., depending on min. balance over 6 months
Northern Rock	6.00	6.25	7.50	7.00 High interest share. 7.25 3 yrs.
Norwich	6.00	6.25	7.50	7.25 3 yrs., 7.00 2 yrs.
Paddington	5.75	6.75	8.25	7.25 7 days' notice
Peckham	6.75	7.00	—	7.50 2 y., 8.00 3 y., 8.50 4 y., 7.25 Bns.
Portman	6.00	6.25	7.75	7.00 1 mth., 7.25 6 mths., 7.25 5 yrs.
Portsmouth	6.35	6.55	8.05	8.40 5 yrs., 8.00 6 mths., 7.50 1 mth.
Property Owners	6.25	6.75	8.25	8.25 4 yrs., 8.25 6 mths., 7.75 3 mths.
Scarborough	6.00	6.25	7.50	7.25 Retirement Bonds (2nd issue), 7.25 Money Care + free life ins.
Skipton	6.00	6.25	7.50	7.00-7.15 (1 mth.), 7.25 3 yrs.
Sussex Mutual	6.25	6.50	8.00	6.75-8.00
Town and Country	6.00	6.25	7.50	7.50 3 yrs., 60 days' wdl. notice
Wessex	6.25	7.30	—	7.50 imm. wdl. 28 days' interest loss
Woolwich	6.00	6.25	7.25	7.25 90 days (int. loss), 7.25 Special Interest Shares 90 days' not. or imm. wdl. with 90 days' int. loss (min. £500), 7.00 imm. wdl. 28 days' interest loss
Yorkshire	6.00	6.25	7.25	7.25 5 Star Bond min. £500, 2 mths. not. with pen., 7.25 Golden key imm. wdl. 28 days' pen. interest

All these rates are after basic rate tax liability has been settled on behalf of the investor.

Discrimination against women in Japan

Few, if any, industrialised democracies make their nationality so exclusive as the Japanese and few countries have as little compunction in discriminating against women. But last week the Japanese Government showed signs of bending a little on both counts.

Next year, the Justice Ministry will propose sweeping changes in the 30-year-old nationality law. Specifically this would give children, born to Japanese women of foreign spouses, the right to claim Japanese nationality. At present this privilege is given only to children with Japanese fathers or to those born out of wedlock when the father is "unknown." The reform may be sweeping by Japanese standards, but it will, if approved, have its limits.

One of the reasons behind the Government's decision to legislate is the sharp increase in marriages between Japanese women and foreign, particularly American, men, and the con-

sequent doubts about the status of any offspring.

These marriages are now believed to be running at the rate of about 8,500 a year, a significant testament to the emergence of Japan from its cocoon of isolation. A further, though perhaps statistically inconsequential, fact is that the last 16 marriages involving British diplomatic personnel in Japan have been between members of the striped trousers brigade and Japanese women; a broader, casual look around foreigners working in Japan (businessmen, journalists, academics etc) quickly reveals a sizeable percentage of Japanese wives (not to overlook mistresses).

There are about 117m Japanese, but less than 800,000 foreigners legally resident—and 660,000 of these are Korean. Last year, about 6,000 foreigners became Japanese citizens, believed to be an all-time high, but still a tiny number.

The Japanese immigration authorities tend to look askance at such Western concepts as the two gender couple and will go to some lengths to try to persuade the distasteful side to enter the country as a "dependent spouse"—which effectively bars her from all but casual or charitable work. This frustration may, in turn, contribute to the high casualty rate of foreign

marriages in Japan and the consequent rise in the prevalence of marriage to Japanese women, whose own more modest ambitions have been thoroughly conditioned by Japanese society.

The labour laws limit the overtime women can work, and even prohibit them from working between ten at night and five in the morning (where this leaves the legion of bar girls is a moot point). Menstrual leave is also required and any young Japanese woman with dreams of being a crane operator can forget about that career, for it, too, is specifically proscribed.

All of this has produced some irritation. Until now, it had been thought that the Nakasone Government would be uninterested in meeting any demands. The Prime Minister's state of the union speech three weeks ago, for example, was full of conservative references to the need to restore the "family," as traditionally understood, as the backbone of Japanese society.

But revising the nationality law is a substantive concession. The only trouble is that it has to be passed by the Parliament. And Mr Nakasone may find, as Mrs Thatcher has in her attempts to control immigration by limiting matrilineal rights, that going the other way is just as difficult for Japan is comfortable with its homogeneity.

For sale: chunks of history

All our yesterdays, the man said, have lighted fools the way to dusty death. I thought of this when I read a newspaper advertisement offering "a unique opportunity in the hotel and licensed trades"—a clutch of British Rail hotels offered for sale as part of the Government's privatisation policy.

Before my very eyes were all my yesterdays. If only I had a few million quid to throw away, I thought what a living museum of my life I could build up. Thinking of the Queen's at Leeds, a 1930s building. In my circle, the Queen's afternoon tea—around 2s in my time—was a certain passport to joining the middle classes.

There are nobler places on offer. Liverpool's handsome early 19th century Adelphi, at its peak when the race was run on a Friday and all those effete Londoners stayed overnight and waged good money on sliding down the stairs on silver trays. And then there was Harold Wilson. The Adelphi was his hotel when he was Prime Minister and visited his nearby constituency, Huyton. The fact that the Liverpool F.C. Club was in the basement assured all

devout drinking hacks of instant interviews with the PM. The Adelphi was designed to fit in with Liverpool's golden age as a port. Its superb main banqueting room is a representation of a luxury liner's dining saloon.

This means that soon British Rail will be selling off a chunk of England's history and a fair amount of mine, too. Even the Grand Hotel, Hartlepool—the rehearsal of the more sophisticated members of the 4th Infantry Holding Battalion back in 1944.

The list goes on—Manchester's Midland, dear to Coronation Street actors, Yorkshire's Turnberry, a golfer's paradise, and even London's Charing Cross Hotel, favourite of John Betjeman, and of some Labour Cabinet Ministers who wanted to lunch privately with journalists.

Agents Druce and Co. say a lot of inquiries have been received—existing hotel groups, conglomerates—but also a few individuals who fancy owning a favourite hotel. The date for tenders closes on Monday. If only I had a few million to throw away.

Contributors:
Duncan Campbell-Smith
Jurek Martin
Peter Riddell
Alan Forrest

HP control abolition gives boost to Wagon

IN THE year 1982, profits of Wagon Finance Corporation rose from £880,000 to £1,068,000, and the dividend is being held at 2.3125p net with a final of 1.6875p.

The increase in new business produced little benefit as far as profits were concerned, but the substantial growth in unearned finance charges carried forward this year should have a significant impact on the profits for 1983 onwards, providing interest rates do not increase.

Turnover in 1982 of this provider of instalment credit finance advanced by £3.52m to £15.78m. Net profit came out at £1,068,000 against £880,000 in 1981. Interest was £2.24m (£1.15m) and tax £328,000 (£450,000). Earnings are shown at 1.85p (1.70p).

In respect of new branches opened in the second half of 1981 there was absorbed £256,562 of costs in excess of income. Following the abolition of hire purchase controls in July contrary to expectations the rate of growth of new business continued, and the amount financed for 1982 exceeded the previous year by 53 per cent.

At the end of 1982, the gross instalment credit balances stood at a record £88.25m, compared with £60.68m at the end of 1981 before deducting peak unearned finance charges carried forward of £16.69m (£10.56m).

The new branches are expected to be in overall profit for the current year. Since the year end, in order to reduce overheads, the company has merged the Wrexham branch with that at Mold, and the Manchester branch with Stockport.

Profit for 1982 includes £446,195 overprovision relating to previous years arising on an adjustment of the percentages used in the formula for provisions for bad and doubtful debts. These are based on arrears which have been increasing in these times of economic recession. Also, Italian Revenue indicated that it was not prepared to accept after 1980 the percentages which had been used for many years in arriving at the specific provisions.

Associated British Ports allocations

THE GOVERNMENT'S £22m offer of a half share in Associated British Ports has received applications worth almost £740m. Lead underwriters Schroder, Wagg and Kleinwort Benson announced yesterday that approximately 15,000 applications were received for a total of about 600m shares. A considerable amount of suspected multiple applications were rejected. Of the shares offered for sale, 18,563,035 will be allocated to the public and 736,965 will be allocated to employees.

Applications from the public will be allocated on the following basis: 100 to 2,500 shares inclusive—weighted ballot for 100 shares; 3,000 to 9,500 shares—3.3 per cent of the amount applied for subject to a minimum of 100 shares; in multiples of 10 shares; 10,000 to 24,000 shares—3 per cent of the amount applied for subject to a minimum of 310 shares; in multiples of 10 shares; 25,000 to 90,000 shares—2.9 per cent of the amount applied for in multiples of 25 shares; 100,000 shares and above—2.5 per cent of the amount applied for in multiples of 100 shares, subject to a maximum of 125,000 shares.

Following the offer for sale the Government's shareholding in ABP will represent 48.5 per cent of the issued share capital. It is expected that letters of acceptance will be posted on Monday, and that dealings will begin on the following day. Letters of regret in respect of unsuccessful applications will be posted on February 15.

Throgmorton Tst. earnings move ahead

Gross revenue of the Throgmorton Trust moved ahead from £4.35m to £4.63m for the year to November 30 1982, while pre-tax profits rose to £4.1m, compared with £3.7m.

Interest charges decreased from £244,000 to £199,000. Tax took £1.23m (£1.15m) and earnings per 25p share improved from 5.85p to 6.62p. The tax charge was £1.23m (£1.15m) and earnings per 25p share improved from 5.85p to 6.62p.

Net asset value per share was up from 140.7p to 172.6p at the year end, and stood at 175.9p at December 31 1982.

HB Electronic Components

Arrangements have been completed for a placing of 17 per cent of the ordinary share capital of HB Electronic Components, the company announced yesterday. Dealings in the shares of the electronics distribution company, formerly wholly owned by W. Canning, are likely to commence on the Unlisted Securities Market on Thursday. Details and comment will appear on Monday.

Atlantic Metropolitan

Atlantic Metropolitan Corporation is offering £90 nominal of 15 per cent convertible unsecured loan stock as part of its agreed terms for Anglo Metropolitan Holdings. Friday's edition omitted to state that the stock was convertible.

Sub-contracting downturn puts R. Douglas into loss

A GENERAL shortage of work in its specialist sub-contracting and supply industries and pressure from main contractors has resulted in a very severe squeeze on margins at Robert M. Douglas Holdings. In the half-year to September 30 1982, this Birmingham-based civil engineering, building and contractor fell into loss for the first time since its formation.

Pre-tax losses were £96,000 against profits of £919,000 last year, and profits of £1.75m at the year end.

The interim dividend is halved at 0.375p—last year's total was 3.5p net.

Mr J. R. T. Douglas, the chairman, says the results of trading by its various individual divisions, however, reflect the pattern of the construction industry in the UK at the present time.

He says margins in general contracting work, although keen, are capable of being maintained and the overseas associate companies engaged in construction are also able to make reasonable profits.

It remains difficult to collect the full value of contracts in reasonable time and some settlements are long overdue.

The re-organisation of the

company's specialist contracting division has been taking place in an extremely difficult business environment, and further substantial effort is needed, he states.

The construction equipment division has continued to make good progress in Australia and New Zealand, but has encountered particularly difficult conditions in Ireland.

In the second half of the financial year, various factors combined to give cause for some degree of optimism and therefore an interim, albeit reduced, is considered to be appropriate.

Group turnover in the first half climbed from £86.46m to £95.37m. The pre-tax loss was after depreciation up marginally from £1.68m to £1.7m and associates profits of £103,000 (£175,000). Tax took £381,000 compared with £308,000.

The loss per 25p share was 3.1p against earnings of 4.7p.

comment

Success in tendering for motorway construction and reconstruction and, possibly, new by-pass roads, over the coming months would bring a much needed lift to the orderbook at Robert M. Douglas. Though not a policy

to buy business, clearly the competitive market has forced the group to go in for some pricing that leaves little room for error.

So some success is not improbable but the impact on profits would not be all it could be. Even so, construction, far and away the company's largest activity, is still producing a "reasonable" profit in the UK, with the exception of Scotland where the loss has been reduced.

The focus of the group's efforts remains on the general contracting and equipment divisions which are proving slow to respond to surgery, but moves away from sub-contract to move forward should breathe some life into margins on the general contracting side.

The tough environment overall has left the mark on the balance sheet where the traditionally strong net cash position has been eroded, but cash flow remains positive. The group's bad debt problems persist and continue to require sizeable provisions but do not appear to be growing and there is a glimmer of hope over payment from Egypt.

Overall, the action to stem hemorrhaging could allow the group to nudge back into the black in the second half. Yesterday shares slipped 5p to 70p.

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Bevan chief says results depressing

FIRST HALF figures from D. F. Bevan (Holdings) make depressing reading, reports the chairman Mr John Wardle. The loss for the six months ended September 30 1982 has risen from £35,000 to £144,000 and the board feels it would be irresponsible to declare an interim dividend.

Turnover of this metal merchant, casting and general engineering, and steel stockholder, however, has risen from £1.75m (£1.57m). The past eight months or so have shown a further deterioration in demand, says Mr Wardle.

The group made a trading profit of £115,000, subject to interest charges of £166,000 (£133,000). Mr Wardle says that trading results for the second half should show a significant improvement, although probably not sufficient completely to cover interest charges and expenses.

There is no tax charge this time (£7,000) but the addition of £30,000 (£16,000) takes the net loss to £144,000 (£55,000).

The extraordinary item represents the full and final settlement of a claim in respect of which the subsidiary concerned was the innocent victim of circumstances beyond its control or anticipation.

Lift for River and Mercantile

Higher revenue and dividend, and a one-for-one scrip issue are announced by River and Mercantile. And at the end of 1982 its asset value per share had risen over 12 months from 187.2p to 197.3p.

Net revenue was up from £1.78m to £1.98m in 1982, after tax of £50,860 (£35,810). Earnings were ahead from 11p to 5.0p, and a final dividend of 5.8p made a net total of 8.25p, compared with 7.5p.

Meeting, March 24.

£370,000 for Gripperods at halfway

Pre-tax profits at Gripperods Holdings were £370,000 for the half year to October 30 1982 compared with a re-stated £225,000 in the corresponding period of the previous year. The chairman reports profits before the write-off of £52,000 previously shown as an extraordinary item.

Turnover of this manufacturer and marketer of carpet underlay and laying fittings fell from £7.8m to £7.41m. The interim dividend is unchanged at 1.4p.

Production of the group's pre-tax profits of £724,000 (£1.12m).

The pre-tax figure has been arrived at after writing off losses of £40,000 resulting from the disposal of Cimco International.

Goose Green Farm receivers named

Following a request by the court, the directors, Midland Bank has appointed Mr P. S. Padmore and Mr C. G. Bird of Price Waterhouse as joint receivers and managers of Goose Green Farm Property, based near Farnham, Surrey.

Trading is currently continuing with a view to selling the business as a going-concern.

Results due next week

After a bumper year in 1981, when Lloyds reported profits up by a third, helped along by useful yield interest rates, 1982 might prove to be a disappointment. On Friday, the market expects to see profits for the calendar year down by about 15 per cent to around £330m. Forecasts are made even more than usually difficult by the fact that Lloyds is the first of the clearing banks to report and by that banking imponderable—provision for bad debts. Both Lloyds and Scottish, the Lloyds Bank International have already produced results below market expectations and LBT's provisions were sharply up in the components parent bank, these are likely to be far out. All the same, the dividend should rise, probably by 10 to 20 per cent.

When TTT placed 40m STC shares last October, STC surprised the market by forecasting pre-tax profits for the year ending December of £63m, compared with £30.6m in 1981. But several analysts are now expecting even this forecast to be bettered when the results are announced on Friday by as much as £4m. Without heavy research and development expenditure in 1982, a higher figure would have been possible, but in the current year a stricter control of the R and D budget is anticipated. Among the factors behind the 1982 profits increase are several large orders for its cable division, favourable timing of the delivery of some systems and recovery in the components division to profits of about £4m. The dividend should be as forecast at the time of the TTT offer, and coincidental scrip issue, 6p net.

The full year results from Nottingham Manufacturing, due on Monday, may prove a testing time for the share price which has defied analysts' comments on the interim report by rising to a 12-month peak over the past six months. The range of forecasts is a narrow one—from £21m to £22.5m, and the consensus appeared last week to be concentrating around the lower figure. The doubts are founded in the persistence of the depression in textiles, which has brought disappointing trading profits at half time raised to acceptable net levels only by a sharp increase in investment income. Moreover, the group's margins could be pressured further by Marks and Spencer, the major customer. There are few doubts about the longer term Nottingham Manufacturing has a strong balance sheet and has taken the necessary cost-cutting measures.

Few surprises are expected in the interim results for Dalgety, due on Tuesday, although

UDS puts assets at 140p in strong bid defence

BY RAY MAUGHAN

THOSE PARTS OF UDS other than the John Collier and Richard Shops being sold to Burton for £78m are backed by assets of 140p per share. These core businesses, as UDC describes them, or the ramp as Bassishaw Investments terms them, have produced pre-interest and tax profits of £21m in the year to January 29 1983, against £18.1m.

The value and profitability of the department stores, shoe shops, property assets, developing electrical outlets and duty free concessions which will remain within UDS form the basis of a robust defence against Bassishaw's £191m (100p per share) cash bid.

No plans have been unveiled yet to spin off the investment property portfolio but it is expected that UDS will consider the terms to a fair and reasonable sale, excluding the empty Whiteleys store in West London's Queensway, to realise a further 25p for shareholders.

A revaluation of the John

Collier and Richard Shops multiples was started early in January but the exercise was halted when Burton's proposals began to crystallise, and these are shown in the assets estimate at their book value of £91.4m.

Unaudited profit estimates for the continuing group show that profits before tax, but before property disposals, amounted to £18.7m in the year just ended against £15.7m previously. The surplus on disposals has risen from £2.4m to £5m to push up the entire group from £13.7m to £22.2m.

The immediate response from Bassishaw was once again understated as the pension fund backed consortium said that the defence document contains nothing to change its view that the 100p per share price tag should not be altered.

Further details will be forthcoming in the next few days, the circular containing the Burton deal particulars will be despatched. Its timing, like that of the investment property live-off, has not been decided.

A revaluation of the John

Sir Robert Clark, chairman of UDS, sets out strong reasons why almost the whole of the "continuing core business" will be retained.

Management will extend the Clover out of town home furniture centre, the "success and potential" of the Ocean Trading store division, the "important core business" of the multiple shoe retailing side is "capable of further profit growth" and the new Orbit Electronics outlets are "an exciting new development for the future".

The odd division out seems to be the Home Shopping division where profits slipped by £33,000 to £3m and where Sir Robert makes no remarks as to the future.

Nevertheless, Sir Robert asserts that "the core businesses, representing five-sixths of the present group's turnover, will continue to be one of the major retailing forces in the country."

See Lex

Anthony Gover emerges as Northern Goldsmiths' bidder

Anthony Gover, a privately-owned insurance consultancy company based in Southend, emerged yesterday as the bidder for Northern Goldsmiths with an offer worth £3.8m.

The company and Mr H. J. Gover yesterday bought 1m Northern shares equivalent to 28.9 per cent of the equity at 110p each from Northern's directors and their families, taking their holding to 33.7 per cent.

Gover is extending its offer to the remaining shares in accordance with the City Take-

over Code, but intends to place any shares acquired so as to retain Northern's Stock Exchange listing.

Shares of Northern, a Newcastle-upon-Tyne based jeweller and bookmaker, rose 30p to 184p yesterday—54p up on the offer price.

Northern first announced on January 12 that a bid might be made for the company. Before this announcement, its shares were trading at 94p.

Gover has 16 offices throughout London, Essex, Kent and

Surrey and had premium income of about £3.5m in the year ended April 30 1982.

The directors of Northern and their families are considering the terms to a fair and reasonable sale, and are recommending shareholders to accept.

The present directors of Northern, with the exception of Mr Michael Reynolds, the chief executive, will resign, and Mr Anthony Gover, chairman, and Mr Robert Phil, managing director of Gover, will be appointed to the board.

KCA tidying up structure

Mr Paul Bristol, chairman of KCA International, is to mount a management buyout for the non-oil operations of his group. The cost has yet to be agreed.

The group's main operating subsidiary, the 75 per cent owned KCA Drilling, will be linked with a second oil-related subsidiary, BW Mud, in a new publicly quoted company.

The deal has two main aims, according to Mr Bristol. First, it will boost confidence in the remaining publicly quoted group by having off the unprofitable operations not linked with oil. Second, it would tidy up the structure of a group "which nobody really understood."

The company explained that it would first sell its non-oil "rump" to Mr Bristol at a price to be agreed by all parties. This comprises Berry Wiggins, the

ailing motor vehicle company, KCA Minerals, which has barytes mining operations in China and Malaysia, and Bengal Oil and Gas.

A new parent company would then be formed which would hold the capital of International and the 25 per cent of Drilling not already owned by International. The offer will be a share exchange.

Mr Bristol said he would remain as non-executive chairman of the new quoted group, but "will devote 90 per cent of my time to the private rump." Mr John Wilson, who is currently deputy chief executive of International, is expected to become the new company's chief executive.

International's shares leapt 20p on news of the buyout, closing at 67p. Drilling rose 5p to 48p.

Two Kode managers resign

BY CHARLES BATCHELOR

TWO SENIOR managers of Kode International, the Swindon-based maker of printed circuit boards and computer peripherals, have quit to set up their own company, Micro Systems Maintenance (MSM).

Mr John May, managing director of Kode Services, one of Kode International's four UK operating subsidiaries, and Mr Clive Marklew, formerly general manager, have obtained £100,000 worth of financial backing and plan to become operational in April.

MSM has secured £75,000 of business, which is being put up by Mr May and Mr Marklew, who will hold 60 and

40 per cent respectively of the equity. MSM will initially employ 40 people and is aiming for turnover of £450,000 in the year ending March 31 1984 from a base

WEEK'S COMPANY NEWS

Take-over bids and deals

Burton agreed to buy from UDS the Richard Shops and John Collier chains for £78m. Burton is offering UDS shareholders 40p in cash or the equivalent in its own shares to implement the deal, but Bassishaw Investments, the consortium led by Mr Gerald Ronsom's Heron Corporation which has bid 100p per share cash for the whole of UDS, obtained a ruling from the Takeover Panel that if its offer goes unconditional, the Burton deal would not go ahead unless it had been previously sanctioned by UDS shareholders at an extraordinary meeting. Bassishaw's offer reaches its first closing date next Thursday, well before meetings of the Burton/UDS shareholders can be convened to ratify the £78m deal.

Property group Crest International Securities is in talks which may lead to an offer for the company. Seven months ago, Howard Tenens, since acquired by Espley-Tyas, made an offer for Crest, but this lapsed on Espley's move for Tenens.

After last week's decision to close the Timothy Whites chain of shops, Boots went on the offensive and agreed to acquire Optrex, a Hoechst subsidiary, in a deal worth £9.25m. The purchase is seen as part of Boots' plan for revitalising its industrial and retailing divisions.

A last-minute acceptance by Mr Joe Hyman of Vantona's offer for his 7 per cent stake in Carrington Viella ended opposition to the £16.4m bid. The move took Vantona's holding in Carrington Viella to 95.26 per cent and the offer became unconditional. Vantona had threatened to pull out of the deal unless it had 90 per cent acceptance.

Anglo Metropolitan Holdings and Atlantic Metropolitan Corporation of the U.S. have finally agreed terms for a revised £5.3m offer to be made by Atlantic Metropolitan UK, a subsidiary of Atlantic. The new terms are £90 cash or £90 nominal of 12 per cent Unsecured Loan stock for every 100 Anglo shares.

Caparo Industries made an agreed 60p per share cash offer for E. Austin, the loss-making forklift concern, valuing the latter at £2.5m. Caparo intends to develop Austin's property management and investment interests.

Newman-Tanks, the engineering and building supplier, made an agreed bid for Jeavons Engineering. The bid was triggered by an agreement from Pentos to sell its 40 per cent stake in Jeavons. On the basis of a one-for-one share swap, the offer values Jeavons at £4m. There is a cash alternative of 60p per share which Pentos is accepting. Jeavons was taken over by Pentos in 1976, but reformed in 1981 when 60 per cent of the shares were offered at 62p. The offer was a flop with nearly two-thirds of the shares left with the underwriters.

Company bid for	Value of bid per share**	Market price**	Price before bid	Value of bid per share**	Bidder
Prices in pence unless otherwise indicated.					
Aberthaw Cement	68½	580	420	19.58	Blue Circle
Anglo Mex	90*	86	50	5.31	Atlantic Met
Austria (E.)	60*	57	30	2.54	Caparo Inds
Edin & Gen Ins	22½	20	13	4.90	Mills & Allen Intl
Green (R.)	121½	131	131	13.93	Beazer (C.H.)
Green (R.)	135*	131	115	16.47	Thompson Tst
Highways	75*	73	63	4.55	Large
Jeavons Eng	68½	72	62	3.81	Newman-Tanks
Miconcrete	210*	208	115	19.52	Pioneer Concrete
Roxon & Bodens	60*	58	40	2.42	Firth (G.M.)
Sumrie	65½*	75	70	0.95	Afor Invs
Sykes (Henry)	37*	36	25	3.16	Alco Standard
UDS	100*	107	89	190.7	Bassishaw Invs

* All cash offer. ** Cash alternative. † Partial bid. ‡ For capital not already held. ** Based on February 11 1983. †† At suspension. †† Estimated. §§ Shares and cash. †† Unconditional.

LONDON TRADED OPTIONS

Option	CALLS	PUTS
BP (USP 334)	980 78 420 19.58 3 4 15 20 40	980 78 420 19.58 3 4 15 20 40
OGF (USP 349)	380 182 197 17 2 2 4 1 1	380 182 197 17 2 2 4 1 1
CTD (USP 38)	70 20 22 24 2 2 2 1 1	70 20 22 24 2 2 2 1 1
QUA (USP 124)	120 16 18 17 2 2 2 1 1	120 16 18 17 2 2 2 1 1
GEO (USP 216)	200 11 11 11 1 1 1 1 1	200 11 11 11 1 1 1 1 1
GMN (USP 355)	240 117 117 11 1 1 1 1 1	240 117 117 11 1 1 1 1 1
IOI (USP 394)	250 138 138 13 1 1 1 1 1	250 138 138 13 1 1 1 1 1
LS (USP 309)	240 78 78 78 2 2 2 2 2	240 78 78 78 2 2 2 2 2
M & S (USP 307)	160 51 51 51 1 1 1 1 1	160 51 51 51 1 1 1 1 1
RHL (USP 438)	360 84 84 84 2 2 2 2 2	360 84 84 84 2 2 2 2 2
IMP (USP 127)	90 38 38 38 1 1 1 1 1	90 38 38 38 1 1 1 1 1
LMO (USP 328)	260 55 55 55 2 2 2 2 2	260 55 55 55 2 2 2 2 2
LNR (USP 51)	60 32 32 32 1 1 1 1 1	60 32 32 32 1 1 1 1 1
P & O (USP 128)	100 28 28 28 1 1 1 1 1	100 28 28 28 1 1 1 1 1
RGL (USP 474)	220 87 87 87 1 1 1 1 1	220 87 87 87 1 1 1 1 1
RTZ (USP 537)	350 225 225 225 1 1 1 1 1	350 225 225 225 1 1 1 1 1
VRF (USP 127)	55 22 22 22 1 1 1 1 1	55 22 22 22 1 1 1 1 1

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)	Earnings* per share (p)	Dividends* per share (p)
Aarson Bros	Sept	950 (543)	1.7	(1.2)
Albion	Sept	748L (787L)	—	—
Camford Eng	Sept	733L (1450L)	—	—
Crest Nicholson	Oct	6,720 (5,320)	10.2	(8.8)
DAD Properties	Dec	519L (488L)	1.9	(1.8)
Dew (George)	Oct	2,540 (510L)	28.0	(5.7)
Ford (Martin)	Nov	187 (101)	1.0	(1.1)
Imperial Group	Nov	154,300 (106,000)	16.4	(12.8)
Ladies Pride	Nov	312 (622)	2.4	(4.0)
Ley's Foundries	Sept	2,380L (2,430L)	—	—
Louth	Sept	75,100 (11,800)	7.5	(3.5)
SAI	Dec	4,730 (4,134)	37.3	(34.5)
Securicor Group	Sept	11,410 (9,320)	10.2	(8.8)
Security Services	Sept	8,430 (7,860)	12.5	(10.2)
TSL Thermal	Oct	637L (509)	—	(7.5)
Webber Electro	Sept	230 (189)	8.8	(7.1)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Amstrad Electronics	Dec	4,580 (2,590)	1.12 (0.94)
Apex Properties	Sept	275 (947)	0.7 (0.7)
Assam Trading	Sept	33L (56)	—
Atlantic Resources	June	82L (41)	—
Beau Brothers	Dec	146 (384)	1.3 (1.3)
BOC Group	Dec	16,800* (23,100)*	—
Branson	Sept	144L (23)	—
Candecia	Sept	71 (208)	—
Canstons	Oct	104 (147L)	—
Dale Electric	Oct	1,020 (301)	1.2 (0.7)
English Assoc	Dec	819 (817)	1.0 (0.2)
Heiton Holdings	Oct	1,090* (144)*	—
Hwd Shuttering	Oct	203 (227)	0.55 (0.54)
Meat Trade Suprs	Oct	75 (132)	1.75 (1.75)
ML Holdings	Sept	309 (453)	2.0 (2.0)
Select TV	Sept	210L (—)	—
Stocks Hldgs	Sept	1,930 (2,390)	3.0 (3.0)
Triplex Foundries	Sept	730L (371L)	—
Ud Real Prop	Oct	880L (559)	1.5 (1.25)
Wiggins Group	Sept	330 (273)	1.25 (1.15)

(Figures in parentheses are for the corresponding period.)
* Dividends are shown net except where otherwise stated.
† First quarter figures. ‡ In L. § Revenue before tax. ¶ For the period from March 6 1981 to November 1981. L Loss.

Offers for sale, placings and introductions

Miss World—Mr Eric Morley plans to bring the company to the Unlisted Securities Market.

Newman Industries proposes to issue two new classes of voting shares and make an open offer for cash at par of 62m convertible shares.

William Sinclair Holdings is coming to the Unlisted Securities Market by way of an introduction.

Rights Issues

Dominion International is making a rights issue on the basis of two new ordinary shares for every five ordinary at 73p and/or five new ordinary 20p shares for every six £1 preference shares to raise £6.2m.

Mettoy is raising £3.04m by way of a rights issue on the basis of three for four at 25p per share.

Ultramar is raising £108m via a one for four rights issue at 40p per share.

RESULTS AND ACCOUNTS IN BRIEF

WINTERBOTTOM ENERGY TRUST (Investment trust) Results for year to November 30 1982 reported January 24 1983. Shareholders' funds £25.58m (£20.19m); fixed assets £17.59m (£12.72m); net current assets £8.09m (£7.47m); decrease in working capital £13.55m (£19.2m); and temporary deposits £283.47L (£212.10L). Shareholders' funds £13.45m (£13.84m); net current liabilities £25.78L (£28.17L); assets less liabilities £12.67m (£10.67m). Meeting: March 11 1983. Dividend: 10p.

BANKERS HOUSEHOLD STORES (USDS) (Retail) Results for year to October 2 1982 reported January 8 1983. Shareholders' funds £3.48m (£3.1m); fixed assets £1.78m (£1.4m); net current assets £1.91m (£1.98m); increase in cash resources £32.81L (£72L). Chairman says current trading has shown upturn. Meeting: Leeds, March 2 noon.

UNITED SCIENTIFIC HOLDINGS (Armoured vehicle, and optical and electronic equipment maker)—Results for year to September 30 1982 reported December 18 1982. Shareholders' funds £45.58m (£40.19m); fixed assets £17.59m (£12.72m); net current assets £8.09m (£7.47m); decrease in working capital £13.55m (£19.2m); and temporary deposits £283.47L (£212.10L). Shareholders' funds £13.45m (£13.84m); net current liabilities £25.78L (£28.17L); assets less liabilities £12.67m (£10.67m). Meeting: March 11 1983. Dividend: 10p.

LADBROKE INDEX

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BASE LENDING RATES

A.B.N. Bank	11%	Gulf G'lee Trust Ltd.	12%
Allied Irish Bank	11%	Hambro Bank	11%
Amro Bank	11%	Hargrave Secs. Ltd.	11%
Henry Ansbacher	11%	Heritable & Gen. Trust	11%
Arbutnot Latham	11%	Hill Samuel	11%
Armo Trust Ltd.	11%	C. Hoare & Co.	11%
Associates Cap. Corp.	11%	Hongkong & Shanghai	11%
Banco de Bilbao	11%	King's Cross Trust	11%
Banco de Mexico	11%	Knolly & Co. Ltd.	11%
BCCI	11%	Lloyds Bank	11%
Bank of Ireland	11%	Mallinham Limited	11%
Bank Leumi (UK) plc	11%	Edward Manson & Co.	11%
Bank of Cyprus	11%	Midland Bank	11%
Bank of Egypt	11%	Morgan Grenfell	11%
Bank of Greece	11%	National Westminster	11%
Bank of Italy	11%	Norwich Gen. Trst.	11%
Bank of London	11%	P. S. Refson & Co.	11%
Bank of Montreal	11%	Royal Trust Co. Canada	11%
Bank of Paris	11%	Roxburgh Guarantee	11%
Bank of Rome	11%	Slavenburg's Bank	11%
Barclays Bank	11%	Standard Chartered	11%
Beneficial Trust Ltd.	11%	Trade Dev. Bank	11%
Bremer Holdings Ltd.	11%	Trustee Savings Bank	11%
Brit. Bank of Mid. East	11%	United Bank of Kuwait	11%
Brown Shipley	11%	Volksbank Intl. Ltd.	11%
Canada Perm't Trust	11%	Westpac Banking Corp.	11%
Castle Court Trust Ltd.	11%	Whiteaway Ltd.	11%
Cayzer Ltd.	11%	Williams & Glyn's	11%
Cedar Holdings	11%	Wintrest Secs. Ltd.	11%
Charterhouse Japhet	11%	Yorkshire Bank	11%
Chaplains Savings	11%	Members of the Accepting Houses Committee	11%
Clydebank Bank	11%	7-day deposits 8%, 1-month 8.25%, Short-term 8.00/12-months 10.5%	11%
C. E. Costes	11%	† 7-day deposits on sums of: under £10,000 8%, £10,000 up to £50,000 8.5%, £50,000 and over 9%.	11%
Comm. Bk. of N. East	11%	‡ Call deposits £1,000 and over 8%.	11%
Consolidated Credits	11%	§ 21-day deposits over £1,000 9%.	11%
Co-operative Bank	11%	¶ Demand deposits 8%.	11%
The Cyprus Popular Bk.	11%	‡ Mortgage base rate.	11%
Dunlop Lawrence	11%		
E. T. Trust	11%		
Exeter Trust Ltd.	11%		
First Nat. Fin. Corp.	11%		
First Nat. Secs. Ltd.	11%		
Robert Fraser	11%		
Grindlays Bank	11%		
Guinness Mahon	11%		

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138 120 Aes. Brit. Ind. Ord.	139 +1 6.4 4.8 3.1 10.8
156 117 Aes. Brit. Ind. CULS	156 +1 10.0 6.4 4.8 10.8
174 57 Anglo-Persian Oil	174 +1 10.0 6.4 4.8 10.8
46 34 Armitage & Rhodes	46 +1 4.3 12.5 3.8 6.7
300 187 Bardon Hill	300 +2 11.4 3.8 12.5 6.7
152 100 CCL 11pc Conv. Pref.	152 +1 17.6 7.3 9.7 10.8
270 240 Cindia Group	270 +1 6.0 11.1 3.6 9.8
80 77 Frank Hovell	80 +1 8.7 11.0 6.7 7.2
79 75 Frank Hovell P.O. 87	79 +1 6.4 9.4 3.6 6.6
83 81 Fredrick Parker	83 +1 6.4 9.4 3.6 6.6
55 35 George Blair	55 +1 7.5 9.5 8.1 12.7
100 74 Ind. Precision Castings	100 +1 15.7 11.3 9.5 11.3
141 100 Ind. Conv. Pref.	141 +1 7.5 9.5 8.1 12.7
129 94 Jackson Group	129 +1 7.5 9.5 8.1 12.7
188 111 James Burroughs	188 +1 8.6 5.2 13.4 15.0
260 188 John Jenkins	260 +1 5.1 8.8 7.8 12.5
32 54 Keweenaw	32 +1 5.1 8.8 7.8 12.5
167 113 Torbay & Carlisle	167 +1 11.4 10.1 5.1 8.7
25 21 Unilever Holdings	25 +1 0.46 1.5 0.4 0.4
85 85 Walter Alexander	85 +1 14.5 5.8 6.8 13.6
228 214 W. S. Yeates	228 +1 14.5 5.8 6.8 13.6

Prices now available on Prestel page 48146.

CONTRACTS

£7.5m work for Clugston

CLUGSTON CONSTRUCTION has received over £7.5m worth of orders for a variety of building and civil engineering contracts. Largest is a £2.8m superstore for J. Sainsbury at Kimberley, Nottingham. Further building contracts totalling £2m have been obtained from the Property Services Agency, City of Bradford Metropolitan Council and Rileys Crisps of Scunthorpe. Civil engineering contracts worth over £2.5m have been awarded by Anglia Oils, Hull, Lingham at Boston, Property Services Agency at RAF Scampton and British Waterways at Stoke Bardolph Lock.

The Capital-Chapman Group has secured a contract through civil engineering subsidiary RILEY & WHISHAW, to the value of £180,000. Work began at the end of February on a gypsy accommodation site at Kiln Lane for Epsom and Ewell Borough Council.

An £800,000 design and construct contract to extend the existing factory and office of Ginsters Cornish Pastries, Callington, has been awarded to E. THOMAS AND CO. The contract includes extra heating and cooling facilities. A new building will be equipped with a laboratory and a test bakery. Work will be completed by the end of October.

NORSK DATA, UK subsidiary of a Norwegian computer company, has won an order worth £1.2m to supply additional computer systems for data analysis work at the Joint European Torus (JET) nuclear fusion project at Culham, Oxfordshire. This is in addition to the £2m worth of computers already supplied by ND for the distributed Control and Data Acquisition System (CODAS) at JET. The latest order covers another nine computers which will link to the CODAS double-star computer configuration, and provide additional computing resources for the analysis of experimental data. The ND computers will be used both by JET's own specialists and by visiting scientists. The contract also includes memory and disk upgrades to the existing ND computers at JET.

Under a £100,000 contract, NEW BURY DATA RECORDING is to build a further 13 Videotex network concentrators for the Maidenhead-based micro systems company. Micro Scope. Included are 35 Newbury Data 5000 Series VDU's and eight matrix printers.

R. G. CARTER, Norfolk, has won a £2m-plus contract for building work on a banger at Marshall's airport in Cambridgeshire. It will eventually house former British Airways TriStar aircraft which are to be converted to RAF tankers.

SERCK CONTROLS, a BTR com-

pany, has won an order worth nearly £400,000 to supply a SCADA (Supervisory Control and Data Acquisition) system to the Sunderland and South Shields Water Company. The system will provide centralised monitoring and control of the water supply and distribution system within the company's operational area, and will replace an earlier system which is now fully committed. The system comprises a dual mini-computer based master station with colour VDU's and printers, together with 23 remote outstations.

LLANELLI RADIATORS, part of the Su-Butee Group, is to produce all the radiators and seat frames for the Austin Rover Maestro. The contract is worth over £4m in the first full year alone. The company is producing 2,500 each of the coolant radiators and the heater radiators per month, and £500 seat frames.

Contracts worth £2.65m have been awarded to SINDALL CONSTRUCTION, Samuel Road, Waltham, for completion in September 1983, worth £262,000. Stage 4 extension to the local examinations syndicate buildings, Cambridge, for the University, for completion in December 1984, worth £1,690m.

GEORGE DEW has won contracts valued at £2.5m. A contract for £1.5m has been awarded to George Dew International (Dubai) to build a plant nursery and production complex at the University of Qatar, Doha. Two North-West Water Authority contracts are worth a further £1m-plus to the group's UK operations for work in the North-west and Wigan areas.

APPOINTMENTS

Retail change

THE CO-OPERATIVE WHOLESALE SOCIETY has appointed Mr David Skinner as controller designate of its retail division to succeed Mr Ronald Byrom on his retirement in May. Mr Skinner has been controller of the Society's non-food division since 1974.

Mr William F. C. Grassick has been appointed executive direc-

tor in the SCOTTISH DEVELOPMENT AGENCY'S London office in succession to Mr Donald Dunnett who retired last year. Mr Grassick retired recently from British Petroleum where he was director of group control and financial services.

Mr Eddie Poe has been appointed vice-president, chartering and contracts, at NAVIOS CORPORATION.

TREND OF INDUSTRIAL PROFITS ANALYSIS OF 105 COMPANIES

A quickening in the pace of recovery in business profits is indicated in the table below. However, the statistics are for the month of January, a relatively slack period for corporate reporting, and are based on reports from only 105 companies, less than half the totals for the closing months of last year. Financial years of all companies reported ended in the period between April 1 and June 30 1982. The figures are in £m and the corresponding figures

for the previous year are given in brackets.

The upturn in consumer profits was continued in January but the chief feature was an increased pace of recovery in industrial company earnings.

Weak spots, however, were the motor industry, where profits remained under pressure, and the chemicals industry, where, however, there has been a significant upturn in profitability.

On the consumer side, reports from health and household product companies show a substantial upturn. On the food industry side, the stress has been on the manufacturing companies with the retailers still showing increased profit also. The brewing and distilling sector continues to move ahead from the disappointing conditions of last year.

The financial sector shows a marked improvement, but this will be put more fully to the test during this month when

the clearing banks report their profits for the past year. The January profit totals include results from a number of discount houses which generally benefited from falling interest rates.

A notably poor performance has come from the mining finance houses, where profitability is strongly influenced by currency considerations. Overseas traders, too, have recorded slower profits growth, which in part reflects the fall in sterling over the past three months.

BUILDING MATERIALS	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
CONTRACTING, CONSTRUCTION	5	597.1 (490.7)	85.9 (70.9)	61.9 (51.3)	+20.7	13.4 (18.1)	48.4 (38.2)	+35.7	14.0 (11.0)	+27.3	38.6 (31.5)	395.4 (319.0)	22.3 (22.2)	208.0 (192.3)
ELECTRICALS	8	1,810.6 (1,075.1)	154.0 (121.4)	124.8 (105.6)	+27.6	70.6 (45.3)	62.6 (54.8)	+14.0	36.4 (23.2)	+13.8	65.5 (59.7)	532.5 (459.0)	28.9 (26.4)	282.6 (237.7)
ENGINEERING CONTRACTORS	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
MECHANICAL ENGINEERING	7	720.9 (647.8)	40.3 (32.1)	38.6 (27.1)	+3.5	12.2 (8.9)	15.2 (16.0)	-4.4	6.9 (6.2)	+11.5	21.7 (22.0)	268.7 (235.7)	14.0 (14.0)	79.5 (74.0)
METALS AND METAL FORMING	1	70.2 (61.4)	2.7 (1.3)	1.4 (0.4)	+288.8	0.3 (—)	0.9 (0.3)	+288.8	0.2 (0.1)	+108.8	2.7 (2.0)	41.0 (43.2)	6.6 (3.0)	13.4 (12.3)
MOTORS	1	110.8 (105.9)	1.2 (1.5)	-2.2 (-1.1)	—	0.4 (—)	-3.6 (-2.9)	-24.1	0.2 (0.8)	-75.0	-0.6 (-0.1)	66.6 (70.7)	1.9 (2.1)	30.7 (21.0)
OTHER INDUSTRIAL MATERIALS	2	189.9 (182.4)	11.1 (11.5)	8.6 (9.0)	-4.4	0.6 (5.0)	6.8 (5.1)	+33.3	2.4 (2.4)	—	9.1 (7.9)	86.3 (84.5)	12.9 (13.6)	36.9 (27.2)
TOTAL CAPITAL GOODS	24	2,978.0 (2,559.2)	295.3 (243.7)	239.1 (190.5)	-22.0	97.5 (75.9)	130.3 (111.5)	+16.9	50.1 (43.7)	+14.6	136.8 (122.0)	1,385.4 (1,242.1)	21.3 (19.6)	627.9 (564.5)
BREWERS AND DISTILLERS	5	1,036.6 (897.9)	100.0 (90.9)	76.7 (66.6)	-15.2	29.0 (14.5)	46.5 (51.3)	-9.4	19.4 (18.3)	+6.0	53.8 (57.3)	741.5 (617.3)	13.5 (14.7)	134.0 (119.1)
FOOD MANUFACTURING	6	6,711.1 (5,976.6)	509.9 (272.7)	231.5 (206.2)	-12.3	63.8 (62.6)	143.3 (124.1)	+15.6	47.1 (43.5)	+8.8	186.1 (160.5)	1,800.9 (1,672.9)	17.2 (16.3)	474.0 (455.5)
FOOD RETAILING	5	3,354.2 (3,102.8)	92.3 (82.8)	84.1 (72.5)	-16.3	30.1 (19.6)	53.3 (52.2)	+2.1	32.1 (18.9)	+16.9	53.8 (57.6)	598.9 (579.9)	23.1 (22.1)	-38.6 (-10.0)
HEALTH AND HOUSEHOLD PRODUCTS	2	1,080.9 (894.1)	153.4 (104.8)	137.7 (91.9)	+49.8	54.0 (27.6)	82.6 (62.1)	+50.9	25.0 (20.0)	-25.0	83.0 (82.8)	582.0 (533.8)	25.9 (19.6)	196.6 (206.9)
LEISURE	2	108.7 (85.6)	10.5 (7.2)	8.7 (5.1)	+70.6	3.0 (1.9)	5.7 (5.1)	+33.9	1.2 (1.1)	-9.1	12.7 (10.0)	29.6 (28.6)	55.5 (26.7)	1.8 (0.2)
NEWSPAPERS, PUBLISHING	2	74.0 (65.0)	9.2 (9.1)	9.1 (9.0)	-1.1	3.8 (4.0)	5.3 (5.1)	+5.9	2.4 (2.0)	+20.0	4.4 (4.3)	23.7 (20.0)	38.8 (45.5)	7.7 (7.8)
PACKAGING AND PAPER	2	1,742.7 (1,536.6)	116.9 (98.4)	91.3 (75.0)	-25.1	10.7 (9.2)	80.4 (62.8)	+28.0	16.3 (15.1)	+7.9	100.9 (80.4)	784.9 (699.7)	14.9 (14.2)	306.9 (278.2)
STORES	6	1,000.8 (875.6)	81.2 (77.0)	70.9 (67.5)	-5.3	28.9 (18.0)	47.5 (47.6)	-0.6	18.2 (17.8)	+2.3	64.7 (52.2)	418.4 (379.1)	19.4 (20.5)	114.1 (107.6)
TEXTILES	1	39.6 (27.7)	6.2 (5.5)	6.2 (5.3)	+17.0	2.2 (2.0)	3.9 (5.5)	+18.2	1.0 (0.8)	+25.0	4.2 (3.6)	18.2 (15.4)	34.1 (34.4)	6.5 (5.2)
TOBACCO	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
OTHER CONSUMER	3	228.6 (212.6)	12.0 (14.8)	8.3 (10.1)	-18.8	3.8 (3.7)	4.3 (5.4)	-32.8	2.0 (2.0)	—	6.5 (6.4)	97.4 (89.4)	12.6 (15.8)	39.5 (38.1)
TOTAL CONSUMER GRP	35	15,367.2 (13,944.5)	891.6 (765.1)	724.4 (606.8)	+19.4	323.3 (163.9)	478.0 (419.2)	+12.8	194.7 (169.4)	+11.1	560.1 (497.1)	4,905.5 (4,428.5)	18.2 (17.2)	1,264.3 (1,201.4)
CHEMICALS	2	66.2 (60.7)	13.2 (7.7)	12.5 (6.6)	+89.4	5.5 (2.4)	7.0 (4.8)	+66.7	1.7 (1.5)	+13.3	7.5 (4.6)	36.4 (33.5)	36.3 (25.5)	12.3 (8.7)
OFFICE EQUIPMENT	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
SHIPPING AND TRANSPORT	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
MISCELLANEOUS	3	155.1 (135.6)	18.1 (15.1)	16.1 (12.5)	+50.9	6.3 (4.8)	9.3 (7.3)	+27.4	3.8 (3.2)	-18.7	17.3 (15.4)	78.0 (65.4)	23.2 (22.1)	50.1 (28.1)
TOTAL INDUSTRIAL GRP	62	19,466.5 (16,590.1)	1,218.2 (1,029.6)	983.1 (816.0)	+20.7	322.6 (245.0)	619.6 (542.2)	-14.3	210.3 (187.7)	+12.0	721.6 (600.1)	8,405.3 (7,759.5)	19.0 (17.8)	1,824.6 (1,280.7)
OILS	1	(—)	-0.1 (0.2)	-0.2 (0.2)	(—)	(—)	-0.3 (0.2)	(—)	0.1 (0.1)	(—)	-0.3 (0.2)	11.7 (9.1)	(—)	(—)
BANKS	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
DISCOUNT HOUSES	5	(—)	(—)	(—)	(—)	4.7 (12.0)	-60.8 (—)	5.6 (5.4)	+3.7 (—)	(—)	(—)	*1,591.0 (*1,374.9)	(—)	53.7 (44.7)
INSURANCE (LIFE)	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
INSURANCE (COMPOSITE)	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
INSURANCE BROKERS	—	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)	(—)
MERCHANT BANKS	2	(—)	(—)	(—)	(—)	(—)	-12.6 (—)	(—)	0.2 (2.9)	-89.7	(—)	*118.0 (*201.6)	(—)	-2.3 (17.6)
PROPERTY	14	(—)	65.1 (59.1)	44.9 (40.8)	+10.0	13.0 (11.5)	31.4 (26.4)	+10.6	15.6 (11.8)	+14.4	21.0 (18.4)	697.0 (629.1)	9.0 (8.5)	47.4 (45.2)
OTHER FINANCIAL	4	(—)	38.8 (23.4)	36.9 (22.7)	-62.6	17.3 (10.7)	18.7 (11.8)	+58.5	8.0 (5.5)	+55.9	16.1 (9.8)	181.0 (150.8)	25.7 (18.0)	4.5 (4.1)
TOTAL FINANCIAL GRP	25	(—)	101.9 (82.5)	61.8 (65.2)	+28.8	30.3 (22.2)	42.2 (35.2)	-23.5	27.4 (25.5)	+8.5	36.1 (28.0)	848.0 (754.4)	12.0 (10.9)	104.5 (111.6)
INVESTMENT TRUSTS	15	(—)	42.0 (37.4)	37.1 (32.3)	+14.9	13.7 (11.2)	25.1 (20.7)	+11.6	22.6 (20.2)	+11.9	0.5 (0.1)	561.8 (870.7)	4.9 (4.8)	-8.3 (8.5)
MINING FINANCE	—	1,044.2 (867.0)	109.0 (166.6)	74.4 (146.8)	-49.2	13.9 (18.9)	59.9 (97.1)	-38.3	45.8 (46.2)	—	48.8 (79.8)	919.7 (662.1)	11.8 (19.2)	33.7 (242.1)
OVERSEAS TRADERS	1	311.0 (266.8)	38.5 (36.3)	31.0 (31.0)	—	15.0 (1.3)	14.4 (28.3)	-49.1	2.1 (2.1)	—	15.3 (25.5)	144.4 (119.0)	26.5 (30.5)	82.8 (46.0)

Companies and Markets

FOREIGN EXCHANGES

Dollar weaker

The dollar lost ground in rather featureless pre-weekend trading yesterday. Early profit taking accounted for some of the fall while political developments in West Germany prompted further switching into the D-mark. Market attitudes remained unchanged with most people looking for a fall in U.S. interest rates. The dollar fell to DM 2.4025 against the D-mark compared with Thursday's close of DM 2.4115 and was lower in terms of the Swiss franc at Sfr 2.0025 from Sfr 2.0110 in

CURRENCIES; MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

DM 3.7275 and Sfr 3.0025 from Sfr 3.1100. It was also lower against the Japanese yen at ¥362 from ¥363 and Ffr 10.5250 compared with Ffr 10.5550. The resurgence of the D-mark put renewed pressure on the weaker members of the European Monetary System, notably the French and Belgian francs, with the usual pre-weekend switching out of these currencies to guard against a possible re-alignment over the weekend.

EMS EUROPEAN CURRENCY UNIT RATES

Currency	Unit	Central rate	% change	% change	Divergence
Belgian Franc	100	44.9704	0.0955	+0.23	+1.5001
Dutch Guilder	100	3.6033	0.0000	-0.04	-1.0400
French Franc	100	6.5596	0.0000	-0.04	-1.0400
German Mark	100	3.3063	0.0000	-0.04	-1.0400
Italian Lira	1,000	2.3363	0.0000	-0.04	-1.0400
Spanish Ptas	100	166.363	0.0000	-0.04	-1.0400
Swiss Franc	100	2.0033	0.0000	-0.04	-1.0400
UK £	100	1.4936	0.0000	-0.04	-1.0400

Further shortage

UK clearing bank base lending rate 11 per cent

(since January 12 and 13)

Day to day credit was in short supply in the London money market yesterday.

The Bank of England's shortage of £500m, with factors affecting the market including bills maturing in official hands and a net take up of Treasury bills - £315m and Exchequer transactions - £140m.

There was also a rise in the note circulation of £200m in the morning of £703m comprising purchases of £18m of eligible bank bills in hand 1 (up to 14 days) at 11 per cent and £75m in hand 2 (15-33 days) at 11 per cent. It also arranged sale and repurchase agreements on £500m of bills at 11.11% per cent, unwinding on March 17.

Further assistance in the afternoon amounted to £51m, bringing the day total to £751m. The afternoon offering comprised purchases of £25m of eligible bank bills in hand 1 and £26m in hand 2, all at 11 per cent. In the inter-bank market weekend money

LONDON MONEY RATES

Feb. 11 1983	Starting Certificate of deposit	Interbank	Local Authority deposits	Local Authority bonds	Finance House deposits	Compt. by Treasury	Discount	Market Treasury Bills	Eligible Bank Bills	Final
Overnight	10-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
2 days notice	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
7 days notice	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
One month	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
Three months	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
Six months	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
One year	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4
Two years	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	11-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4	10-11 1/4

ECGD Fixed Rate Export Finance Scheme IV Average Rate for interest period January 5 to February 1 1983 (inclusive)

11.327 per cent. Local authorities and finance houses seven days' notice, others seven days' notice. Long-term local authority mortgage rates nominally three years 11-11 1/4 per cent, four years 11-11 1/4 per cent, five years 11-11 1/4 per cent, six years 11-11 1/4 per cent, seven years 11-11 1/4 per cent, eight years 11-11 1/4 per cent, nine years 11-11 1/4 per cent, ten years 11-11 1/4 per cent, eleven years 11-11 1/4 per cent, twelve years 11-11 1/4 per cent, thirteen years 11-11 1/4 per cent, fourteen years 11-11 1/4 per cent, fifteen years 11-11 1/4 per cent, sixteen years 11-11 1/4 per cent, seventeen years 11-11 1/4 per cent, eighteen years 11-11 1/4 per cent, nineteen years 11-11 1/4 per cent, twenty years 11-11 1/4 per cent.

Approximate selling rate for one month Treasury bills 10 1/4 per cent; two months 10 1/4 per cent; three months 10 1/4 per cent; four months 10 1/4 per cent; five months 10 1/4 per cent; six months 10 1/4 per cent; seven months 10 1/4 per cent; eight months 10 1/4 per cent; nine months 10 1/4 per cent; ten months 10 1/4 per cent; eleven months 10 1/4 per cent; twelve months 10 1/4 per cent; thirteen months 10 1/4 per cent; fourteen months 10 1/4 per cent; fifteen months 10 1/4 per cent; sixteen months 10 1/4 per cent; seventeen months 10 1/4 per cent; eighteen months 10 1/4 per cent; nineteen months 10 1/4 per cent; twenty months 10 1/4 per cent.

Finance Houses Base Rates (published by the Finance Houses Association) 11 per cent from February 1 1983. London and Scottish Clearing Bank Rates for lending 11 per cent. London Deposit Rates for sums at seven days' notice: 8 per cent.

Treasury Bills: Average tender rate or discount 10.602 per cent. Certificates of Tax Deposit (Series 6), Deposits of £100,000 and over held under one month 11 1/4 per cent; six months 11 1/4 per cent; one year 11 1/4 per cent; two years 11 1/4 per cent; three years 11 1/4 per cent; four years 11 1/4 per cent; five years 11 1/4 per cent; six years 11 1/4 per cent; seven years 11 1/4 per cent; eight years 11 1/4 per cent; nine years 11 1/4 per cent; ten years 11 1/4 per cent; eleven years 11 1/4 per cent; twelve years 11 1/4 per cent; thirteen years 11 1/4 per cent; fourteen years 11 1/4 per cent; fifteen years 11 1/4 per cent; sixteen years 11 1/4 per cent; seventeen years 11 1/4 per cent; eighteen years 11 1/4 per cent; nineteen years 11 1/4 per cent; twenty years 11 1/4 per cent.

THE POUND SPOT AND FORWARD

Feb. 11	Day's spread	Close	One month	Three months	% p.a.
U.S.	1.5420-1.5525	1.5465	0.32-0.27c pm	0.32-0.27c pm	1.22
Norfolk	1.8910-1.9000	1.8920	0.22-0.22c pm	0.22-0.22c pm	1.54
Canada	4.05-4.12	4.09	0.10-0.10c pm	0.10-0.10c pm	5.97
Belgium	73.00-73.30	73.15	0.10-0.10c pm	0.10-0.10c pm	2.72
Denmark	13.09-13.15	13.12	0.05-0.05c pm	0.05-0.05c pm	5.04
Ireland	1.1725-1.1750	1.1735	0.05-0.05c pm	0.05-0.05c pm	5.04
W. Ger.	3.30-3.35	3.32	0.05-0.05c pm	0.05-0.05c pm	5.04
Spain	160.00-163.00	161.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Portugal	198.00-199.00	198.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Italy	235.00-242.00	238.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Norway	10.50-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04
France	10.51-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04
Sweden	11.39-11.44	11.41	0.05-0.05c pm	0.05-0.05c pm	5.04
Japan	235.00-242.00	238.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Austria	26.00-26.20	26.10	0.05-0.05c pm	0.05-0.05c pm	5.04
Switzerland	2.00-2.11	2.05	0.05-0.05c pm	0.05-0.05c pm	5.04

Belgian rate is for convertible francs. Financial franc 75.85-75.85. Six-month forward dollar 1.10-1.05c pm. 12-month forward 1.40-1.30c pm.

THE DOLLAR SPOT AND FORWARD

Feb. 11	Day's spread	Close	One month	Three months	% p.a.
U.K.	1.5420-1.5525	1.5465	0.32-0.27c pm	0.32-0.27c pm	1.22
Ireland	1.1725-1.1750	1.1735	0.05-0.05c pm	0.05-0.05c pm	5.04
Canada	4.05-4.12	4.09	0.10-0.10c pm	0.10-0.10c pm	5.97
Belgium	73.00-73.30	73.15	0.10-0.10c pm	0.10-0.10c pm	2.72
Denmark	13.09-13.15	13.12	0.05-0.05c pm	0.05-0.05c pm	5.04
Ireland	1.1725-1.1750	1.1735	0.05-0.05c pm	0.05-0.05c pm	5.04
W. Ger.	3.30-3.35	3.32	0.05-0.05c pm	0.05-0.05c pm	5.04
Spain	160.00-163.00	161.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Portugal	198.00-199.00	198.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Italy	235.00-242.00	238.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Norway	10.50-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04
France	10.51-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04
Sweden	11.39-11.44	11.41	0.05-0.05c pm	0.05-0.05c pm	5.04
Japan	235.00-242.00	238.50	0.10-0.10c pm	0.10-0.10c pm	5.25
Austria	26.00-26.20	26.10	0.05-0.05c pm	0.05-0.05c pm	5.04
Switzerland	2.00-2.11	2.05	0.05-0.05c pm	0.05-0.05c pm	5.04

UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 49.07-49.17.

EXCHANGE CROSS RATES

Feb. 10	Pound Sterling	U.S. Dollar	Deutsche Mark	Japanese Yen	French Franc	Swiss Franc	Dutch Guilder	Italian Lira	Canada Dollar	Belgian Franc
Pound Sterling	1	1.5465	2.713	368.0	10.528	5.093	4.100	2158	1.893	75.10
U.S. Dollar	0.647	1	2.403	243.4	6.812	2.002	3.654	1884	1.325	47.31
Deutsche Mark	0.369	0.416	1	97.51	2.835	0.833	1.104	575.9	0.810	19.69
Japanese Yen	2.762	4.268	10.36	1000	29.07	8.943	11.53	5906	5.228	80.19
French Franc	0.0950	1.468	5.587	245.9	1	2.938	3.835	2021	1.798	69.45
Swiss Franc	0.424	0.600	1.900	117.1	3.408	1	1.326	691.4	0.612	25.64
Dutch Guilder	0.244	0.277	0.905	68.89	2.567	0.754	1	521.5	0.452	17.83
Italian Lira	0.468	0.724	1.736	169.3	4.933	1.446	1.918	1000	0.888	34.19
Canada Dollar	0.728	1	1.562	131.5	5.561	1.634	2.166	1120	1	38.63
Belgian Franc	1.268	2.114	5.079	495.3	14.40	4.231	5.609	2925	2.582	100

OTHER CURRENCIES

Feb. 11	£	US\$	DM	Yen	FF	Sfr	Gld	Lira	Cdn\$	Bfr
Argentina Peso	87.114-87.154	55.800-55.850	26.00-26.30	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Australia Dollar	1.4990-1.5000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Brazil Cruzeiro	440.37-441.37	885.11-886.54	13.08-13.25	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Canada Dollar	0.728	1	1.562	131.5	5.561	1.634	2.166	1120	1	38.63
Denmark	13.09-13.15	13.12	0.05-0.05c pm	0.05-0.05c pm	5.04	1.000	1.000	1.000	1.000	1.000
Finland Markka	2.000-2.010	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
France Franc	10.51-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04	1.000	1.000	1.000	1.000	1.000
Germany Mark	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Hong Kong Dollar	10.10-10.20	6.500-6.600	21.00-21.50	1.000	1.000	1.000	1.000	1.000	1.000	1.000
India Rupee	125.00	64.25	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Indonesia Rupiah	1,600.00	1,200.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Iran Rial	1,000.00	1,000.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Israel Sheqel	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Italy Lira	2,000.00	1,360.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Japan Yen	235.00	169.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Korea Won	100.00	100.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Malaysia Ringgit	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Netherlands Guilder	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Norway Krone	10.50-10.55	10.52	0.05-0.05c pm	0.05-0.05c pm	5.04	1.000	1.000	1.000	1.000	1.000
Portugal Escudo	200.00	100.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Spain Ptas	160.00-163.00	161.50	0.10-0.10c pm	0.10-0.10c pm	5.25	1.000	1.000	1.000	1.000	1.000
Sweden Krona	11.39-11.44	11.41	0.05-0.05c pm	0.05-0.05c pm	5.04	1.000	1.000	1.000	1.000	1.000
Switzerland Franc	2.00-2.11	2.05	0.05-0.05c pm	0.05-0.05c pm	5.04	1.000	1.000	1.000	1.000	1.000
Taiwan Dollar	100.00	100.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Thailand Baht	100.00	100.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
UK £	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
USA \$	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Yugoslavia Dinar	100.00	100.00	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000

£ Sterling, \$ U.S. dollar, DM Deutsche Mark, Yen Japanese Yen, FF French Franc, Sfr Swiss Franc, Gld Dutch Guilder, Lira Italian Lira, Cdn\$ Canadian Dollar, Bfr Belgian Franc.

*Selling rates.

WEEKLY PRICE CHANGES

	Latest prices per tonne unless stated	Ch'ge on week	Year ago	1982/83 High	Low
METALS					
Aluminium	£810/815		£810/815	£810/815	£810/815
Free Markets o.f.f.	£1880/1880	+65	£1065/110	£1280/1280	£690/690
Antimony					
Free Market 90/92	\$804/8120	+150	\$2250/250	\$3450/3410	\$1758/65
Copper-Cash High Grade	£1065.5	+4	£268	£1065.75	£690.50
1 month D.O.	£1065.5	+4	£268.5	£1065.75	£690.50
Cash Octodes	£1042.5	+8.5	£265	£1042.5	£583.5
3 months D.O.	£1068	+8.5	£268.5	£1068.75	£570.5
5 months D.O.	£1075	+8.5	£271.5	£1075.75	£584
Lead Cash	£229	+6	£329.25	£236.5	£263
3 months	£200.575	-6.75	£359.25	£237.75	£275.25
5 months	£214	-6.75	£371.5	£257.5	£294
Free Markets o.f.f. lb	100/200c	+10	260/290c	365/395c	140/170c
Palladium per oz.	£126.5	-8.5	£66.7		
5 months	£126.5	-8.5	£67.1	£819.95	£141.15
Quicksilver (76lb)	£335/545		£300/400	£415/820	£325/535
Silver per oz.	£21.90	+11.50	£43.25p	£43.75p	£35.25p
3 months per oz.	£42.90p	-15.70	£47.95p	£67.00p	£54.00p
Tin cash	£8,450.9	+10.5	£8,750	£10,135	£7,828
3 months	£8,434	+9	£7,850	£8,435	£5,552.5
Tungsten lib	£78.78		£125.54	£134.48	£78.78
Woolfram (22.04 lb)	£28,450.9	+10.5	£136,130	£159,135	£78,628
Zinc cash	£445.5	-6.25	£452	£463.75	£370.5
3 months	£450.75	-5	£467.75	£478.75	£375.5
Producers	£750/800		£785/850	£850	£578/600
GRAINS					
Barley Futures	£119.40c		£110.50	£119.95	£108.50
Maize French	£147.00		£138.50	£147.00	£131.00
WHEAT FUTURES					
Hard Winter Wheat	£128.50c	+1.5	£116.10	£123.55	£107.80
Soft			£116.75	£116.75	£111.00
SPICES					
Cloves (g)	£5.575	+5.75	£5.555	£5.600	£5.400
Pepper, white	£1.775	+80	£1.975	£2.000	£1.500
" black	£1.575	+80	£1.450	£1.475	£1.140
OILS					
Coconut (Philippines)	£450.0	+10	£535	£590	£392.5
Groundnut (5lb)			£575		
1 month	£510	-18	£2	£450	£306
Palm Malayan	£978c		£535	£545	£547.5
SEEDS					
Cocoa (Philippines)	£307.5w	+2.5	£550	£365	£260
Soyabean (U.S.)	£345.5		£250	£277	£211.5
OTHER COMMODITIES					
Cocoa Shipments 1	£1,372	-31	£1,859	£1,404	£890
Coffee Futures May	£1349.5	-17	£1172.5	£1,266.5	£865.5
Orton-Indec.	£1567.5	+61	£1517	£1,764	£1,055.5
Dea	£150c		£10.00	£10.00	£10.00
Gas Oil Fut. March	£260	-80	£225	£250	£240
Mar. 1st	£261	+5.75	£272.25	£335	£304.75
Rubber Kilo	£15		£15	£15	£15
Rubber Kilo	£15	+1.25	£7.25p	£2p	£42p
Sago Pearl	5150		£285	£250	£230
Sisal No. 1	£642.50w		£642.50w	£642.50w	£642.50w
Raw	£111w	+4	£169	£177	£82
Tapioca No. 1	£250		£200	£275	£215
Yam	£175		£159	£159	£159
(low mad) kilo	132p	-3			
Wootools, 644 Warp	405p kilo	-8	£87p kilo	405p kilo	£56p kilo

£ Unquoted. (g) Madagascar. (c) April. (w) March. (w) February.
-March. - Nominal. £ Ghana cedis.

tax and £70,000 extraordinary £378,000 interest payable
debits, of £166,000, reflected There was no tax charge

[illegible]

OIL AND GAS—Continued

[illegible]

Central African

[illegible]

- **Unless otherwise indicated, prices and net dividends are in pence and observations are 23p.** Estimated price/earnings ratios and coverage are based on last financial year's earnings and accounts and, where possible, are based on the average of the last 3 years' earnings. Dividends are based on the distribution basis, earnings per share being computed on profit after taxation and unrevealed ACT where applicable; broadsheet figures are based on the distribution basis, earnings per share being computed on profit after taxation and unrevealed ACT where applicable; the dividend is based on the distribution basis. Gears are based on "maximum" distribution; the coverage figure (dividend costs to profit after taxation, excluding dividends in arrears) is based on the "maximum" distribution.
- **ACT Varies:** are based on middle price, are given, adjusted to ACT 30 per cent and allow for value of declared distribution and rights.
- **Highs and Lows** marked thus have been adjusted to allow for right issues for cash.
- **Price** is the latest increased or resumed.
- **Interim** since reduced, passed or deferred.
- **Take-over** in non-reversibles on application.
- **Flags** or or required.
- **Not officially UK listed:** dealings permitted under Part 163A(4)(a) of the UKSA.
- **USM:** not listed on Stock Exchange and company not subject to the provisions of the UKSA relating to listed securities.
- **Dealt in** under Part 163C(7).
- **Price** at time of suspension.
- **Price** at time of resumption.
- **Price** at time of resumption and/or rights issue: cov relates to prevailing dividend or forecast.
- **Merger** bid or reorganisation in progress.
- **Special** interim: reduced final and/or reduced earnings, indicating a special dividend.

Rubbers, Palm Oil

[illegible]

Central Rand

52	Durban Deep RL	530	—	—	—
53	East Rand Pm RL	537	—	—	—
54	West Rand Pm RL	534	+15	13.3	—
55	Wentz Rand RL	532	+10	01.00	—
56	Stemmer 5 Jack RL02	490	—	—	—
58	West Rand RL	620	+17	02.0	—

52	Bracken RL	281	+15	04.1	1.3
53	W. Com. Main Rand 5c	281	+11	—	—
54	East Rand RL	226	—	—	—
55	ERGO RL 50	614	—	20.10	—
56	Wentz Rand RL	516	+10	1.4	—
57	Krugersd. RL	512	—	01.27	—
58	Wentz Rand RL	512	+10	1.4	—
59	Leslie 65c	313	+15	03.6	—
60	Marikopa RL 25c	435	—	—	—
61	African Lion RL	291	+10	01.0	—
62	Wentz Rand RL	291	+10	03.0	—
63	Vla-Pontfont. 70c	291	+10	03.0	—
64	Wentz Rand RL	131	+10	03.3	—

The following is a selection of regional and Irish stocks, the latter being quoted in Irish currency.

BRIEF				
Atchafalyn Int. 20p	49	+2	Exch 15 Dec 1993	1100
Berling	17 7/8		Mac. 94.95 8/10/93	101
Com. & Power Int. 50p	11 1/2		Mac. 97.02 8/10/93	9 1/2
Crisley Pkg. 50	31		Alliance Gas	181
Finley Ship. 1/4	22 1/2		Arnoff	189
Higgins Int. 20p	105		Carroll (P.J.)	82
Holt-Lewis Int. 20p	880		Cons. Procs. 48	15
I.M.O. Sdn. 1/4	90 1/2	-2	Int. Corp. Ireland	350
Pearce (C.H.)	512		Irish Reps	26
Pet. Hdg.	362		Jacob	81
			M.G.	90
			U.N. Under	42

3-month Cali Rat

[illegible][illegible]

52	A-R TV Prod. 27	691	5.95	17.8	12.2
53	Amgen TV-10	124	6.5	7.7	
54	Amgen, Lypham 26	130	12.5	5.7	
55	Bar A.M.A.T. 14	85	1.0	1.7	
56	Black, Exton, 90p	94	0.1	0.5	
57	Cheney & Hastings	136	13.9		
58	Cheney - Int. 20p	46	23.1	9.0	
59	Cheney, Boals 11p	29	17.0	4.9	

[illegible]

Am Oil Flds 20p	68	12%
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136	45	RAHN Big Boy	48	—	—	—
202	110	RAHN Big Boy (20-)	101	—	—	20.9
46	30	RAHN Big Boy	5	—	—	—
350	80	RAHN Big Boy	38	—	—	—
95	20	RAHN Big Boy	90	+2	—	—
250	210	RAHN Big Boy	63	1.0	2.3	—
275	190	RAHN Big Boy	220	1.3	6.9	16.4
240	258	RAHN Big Boy	20	20.26	2.0	8.5
80	82	RAHN Big Boy	52	3.4%	11.1	—
84	82	RAHN Big Boy	52	3.4%	1.8	8.5

290	South West Props. RI
290	Sentrust 10c.....
E15	Tussock Cons. Ltd. RI..

360	U.C. Invest R1.....	517 $\frac{1}{2}$	0130c	¢
60	Vogels 22c.....	230 $\frac{1}{2}$	016c	¢

Diamond and Platinum

527	Anglo-Am. Inv. 50c.....	556	+2	50700c-	1.0
145	De Beers Df. 5c.....	515	+13	30200c	2.0
612	Do. 40c Pf. R5.....	825	0500c	x1
185	Impala Plat. 20c.....	645	+5	075c-	2.1
96	Lydian 12c.....	390	051c	¢
120	Rus. Plat. 10c.....	460	+20	035c-	0.9

platinum

+13	Q50c	2.0	14.3
.....	Q200c		
+5	Q75c	2.1	6.9
.....	Q51c	0	5.2
+20	Q35c	0.9	4.5

